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*Even as a toddler, Dick was off and running.*

# BEGINNINGS

**R**ichard (Dick) Lee Weyhrich came into the world on March 7, 1940 in Edgerton, Minnesota, a small farming community located in the far southeast corner of the state near the South Dakota border. He was the third of four children born to Lester and Garnet Weyhrich.

Lester was 31 years old when Dick was born. He was a farmworker, like many others in the great American heartland. Born in Osmond, Nebraska on Dec. 6, 1907, he was a fourth-generation American descended from Jacob Weyhrich who immigrated to the United States early in the nineteenth century from Germany. Dick's mother, twenty-four-year-old Garnet Faye Housman, was born in Iowa on June 21, 1915.



*The Weyhrich siblings, from left: Dick, Peter, Betty and Toni.*

Times were tough in 1940. The United States was just crawling out of the Great Depression that had plagued the nation for a decade and soon after Dick was born, the Weyhrichs left Minnesota looking for a way to make a better living. The time was right for a move. The United States entered World War II in 1941, and the country launched a massive manufacturing effort to meet its military needs.

The family moved first to Sioux City, Iowa and then, in 1943, to Portland, Oregon. The children—Peter, Toni, Dick and

Betty—were ages five, four, three and one when the Weyhrichs arrived in the Pacific Northwest.

Stepbrother, Alan St. Onge, was eight years old. The family's first home was in defense housing at 6428 N.E. Garfield Street. Pushed to accommodate the wave of workers drawn to Portland's shipyards and manufacturing industries, the Housing Authority of Portland had built a large number of affordable housing units.

Lester soon went to work at Hyster Company, a manufacturer of forklift trucks, as a plate burner, a process that involves cutting components out of steel plate. And, the family settled into Portland.

# SCHOOL YEARS

**D**ick attended Binnsmead Elementary School in southeast Portland. He did well at school, but he had such an interest in the outdoors that as he got older he convinced his parents to let him go camping by himself during the summers. After school was out, they dropped him off at Rock Creek Reservoir in the Mt. Hood National Forest where he spent his days camping and fishing, occasionally hitchhiking into the small town of Wamic. He spent three or four summers on these solo adventures, beginning when he was 12 years old.

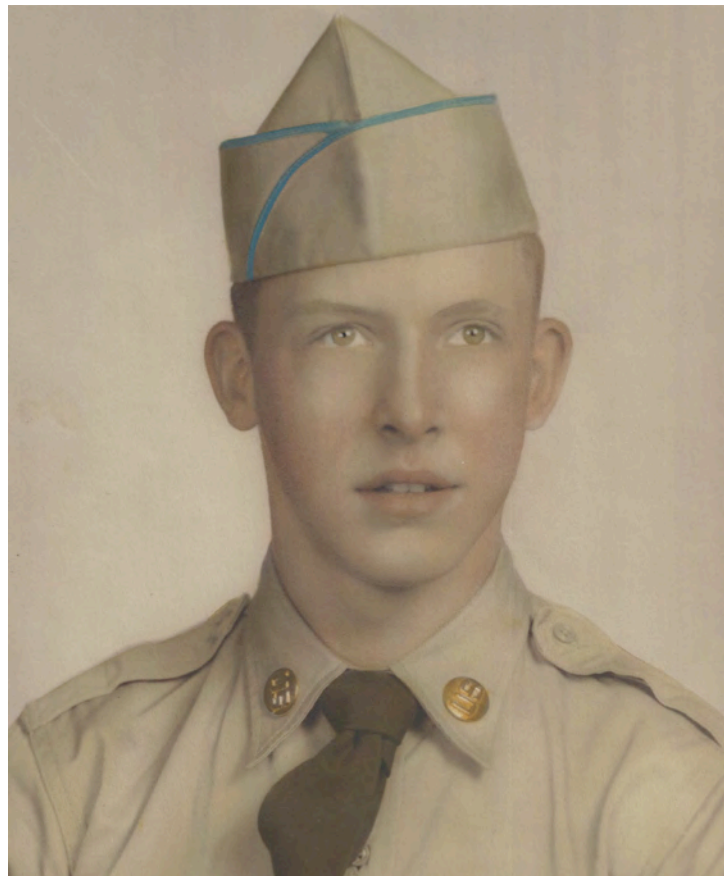
At Benson High School, Dick participated in 4H and other activities. He worked in the family garden and spent as much time as he could outside. Every Sunday, without fail, he and his father went fishing, usually on the Sandy River. In the fall, he and his friends hunted deer in the Coast Range.

## MILITARY

**D**ick dropped out of high school in his junior year to join the Army. The year was 1957, and he was 17 years old. “It was that or go to jail,” he said with such a dry wit that one couldn’t be sure if he was joking or not.

He completed basic training at Fort Carson, Colorado and was assigned to an engineering company focused on ordnance — “bombs and such.” He was sent to Maryland. From there, he was deployed to South Korea.

The Korean War had ended in 1953, and the U.S. Army was tasked with the long slow process of reconstruction. When Dick arrived in Korea, he found a bleak landscape. The country had been devastated economically, environmentally and politically.



*Dick joined the Army at 17 years of age.*

“There was no power in Korea. Our job was to get things up and running,” he said. The skills he learned on the ground in Korea would serve him well in the future. At the time, it was a job and he was good at it. When Dick returned to the U.S., it was to Fort Benning, Georgia where he worked on engineering projects. It was here that he became interested in motorcycle racing. He bought a dirt bike and participated in local races, quickly becoming addicted to the competition, the speed and the machines.

In 1960, he was honorably discharged from the U.S. Army and returned to Oregon.

When Dick got out of the service, his parents lived in West Linn, a suburb of Portland. They welcomed him home, but he wanted to be out on his own.

“I needed some money to get started, so I gave my dad my hunting rifle in return for \$100 and moved in with a friend of mine.”



*Dick completed basic training at Fort Carson, Colorado in 1957.*

## FIRST JOBS

**D**ick's first job as a civilian was with Polson Implement Company, which sold farm equipment. During the day, he worked in the company's warehouse. At night, he joined his friends to enjoy the expanding social life the 1960s offered. Portland may not have been the epicenter of the Sixties, but there was plenty going on. “We had the coffee houses, all the music and the clubs—we had everything here everyone else had.” A favorite nightclub of Dick's was Paluso's on Barber Boulevard.

Weekends were still for outdoor adventures, and Dick was always pushing the envelope. Not long after he started rafting on the Deschutes River, he decided the current raft designs were inadequate, so he designed and built a new and lighter raft.

“The current raft insert was made from 1 inch .120 tubing,” he said. “I redesigned it out of 1 ½ inch .065 tube—and built in a cooler and a seat for rowing.”

And there was always a motorcycle or a car to rebuild, because Dick's interest in motorcycles was rivaled only by his love of cars. “I've had lots of cars—I still have a slew of cars. My first one cost \$25. I could make anything run. Really, if you put your mind to it, you can build anything.”

Dick quickly tired of Polson Implements and took a job with Western Industrial Supply where he unloaded freight cars to supply local foundries. He liked the company and the owner, but the job didn't last very long.

“I got fired after dumping a forklift on the tracks while unloading a shipment,” he said.

Dick's next job was at United Automotive. “We rebuilt automotive parts. I built brakes and enjoyed it. The best part was that I got the foreman fired, and I took over his job.”

How did that happen?

“I was more productive than he was. That’s what it takes.”

But even after mastering automotive skills—and beating out the manager—Dick was not satisfied. “I needed to expand my brain. I wanted to know more.”

Dupar Dynamics, a supplier of industrial hydraulic components, provided his next opportunity. Headquartered in Seattle, Washington, Dupar had a warehouse at 20th and Hawthorne streets in Portland. Dick got a job in shipping and moved into a small apartment above the warehouse. “I went there because I was interested in the technology,” he said. “Hydraulics was up and coming.”

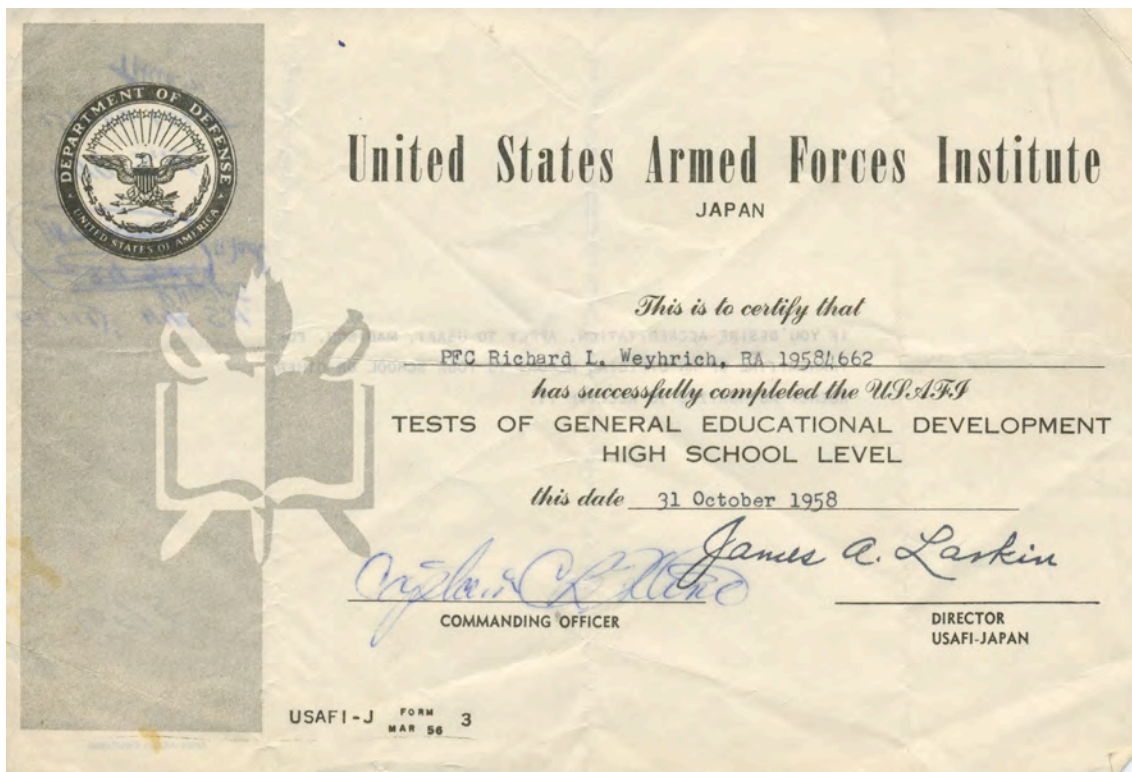
And, then, something happened that changed everything.

“One of our customers at Dupar was Hyster. They got their parts out of Wisconsin and one week, there was a problem—some backup,” he said. “So Hyster called us at the warehouse—they knew that we sold tubing and that we sold hand benders, so they asked us to make the parts they needed while they were waiting for their shipment.”

Many shipping clerks would have been intimidated by such a request, but not Dick. “I said sure. I made a lot of errors, but I took the blueprints, and I figured it out.”

And that was his “ah-ha” moment.

“I knew then what I wanted to do, and I knew there was a market for it. Everything was coming out of the Midwest. We had businesses here in the Northwest that needed local suppliers who could deliver product when customers needed it.”



# ENTREPRENEUR

Fueled by the skills he learned in the military, his real-world job experience, and his interest in engineering, Dick was ready to strike out on his own. In 1963, he and a co-worker left Dupar and founded, not one, but two companies—Tube Specialties Co., Inc. (TSCO), a manufacturing company, and Air Oil Products, Inc., a hydraulics component distribution company.

It seemed like the best of both worlds, but the partnership lasted less than a year. “It just wasn’t working out,” said Dick.

The two agreed to part ways—Dick kept TSCO and his partner took the distribution company. “I paid him 25k and he paid me 25k, but my business lasted and his didn’t.”



## MARRIAGE



*Dick founded Tube Specialties Company in 1963, bending tubing by hand to create fuel and brake hydraulic lines for trucks and tractors.*

While Dick was working at Dupar Dynamics, he met a girl—the girl, Carol Prefontaine. “I met her at a soda shop near where I lived at the time, and I guess that was it,” he said.

Born in South Dakota, Carol was raised in San Francisco. Her family moved to Portland when her father took a job working for the Burlington Northern Railroad.

The couple was married in a Lutheran church in Portland in March 1963. Their first home was a rented duplex on Knight and 65th streets in northeast Portland.

“I needed a place with a garage if I was going to work for myself,” Dick said.

# BUILDING THE BUSINESS: THE 1960s

**T**SCO's first customers were Hyster Corporation, a forklift manufacturer, and FWD Wagner, a tractor manufacturer. For them, Dick created parts for fuel and brake hydraulic lines. By working "hours and hours" seven days a week, he was able to produce all of the components his customers needed. And after work, he did the shipping, accounting and invoicing. "I learned it all from the ground up."

In the mid-sixties, Dick got a contract with the Air Force to supply generator parts. U. S. involvement in Vietnam was escalating and the military needed equipment. To fulfill the new business, Dick had to expand. "I needed someone to teach the business to. You couldn't just go out and hire someone who knew how to bend tubing."

By "asking around" Dick found his first employee. At the same time, he moved the business to a shop at 1515 SE 48th off Hawthorne.

"After that, I just kept growing the business. It was all word of mouth at the time—you didn't have to advertise. When I got more automotive business, I hired my third employee. Then, I just hired to keep up with the work."



*Pines tube bender.*



*TSCO occupied a building at 1515 SE 48th Street from 1964 to 1967.*

In 1965, Dick purchased his first hydraulic tube bender. It could bend metal tubes up to 1.5 inches in diameter, but soon that was not enough. The Air Force work demanded tubing up to 4 inches, so Dick bought a Pines #4 tube bender. In 1968, a semi-automatic Pines #1 bender was in production.

# A GROWING FAMILY

**A**s the business took off, Dick and Carol left the rented duplex for a home of their own on Argay Terrace in northeast Portland. On Aug. 11, 1967, they welcomed their first child, a son, named Gary. Their second son, Mark, was born on Jan. 24, 1970. Dick and Carol divorced three years later. Dick remained close to his sons during the difficult time, driving more than 80 miles round trip two days a week just so they could spend time together.

Dick continued to work unremittingly and his instincts about staying close to his customers won him more and more business. Before just-in-time and lean manufacturing became buzzwords, Dick was working with his customers to supply them with parts on an as-needed basis, allowing them to reduce inventory and save money.

“I don’t think there was any name for it then. I was just getting my customers parts when they needed them.”

Dick branched out, then, taking on a wide array of business. “It’s the only way you can grow.”

## EXPANSION: THE 1970S

**I**n 1971, to accommodate the burgeoning businesses, Dick purchased a building.

“I figured it was time to buy instead of renting, so I bought a 6,000 square foot building out on 148th Street, east of the Portland Airport. I had landed a contract with Riblet Tramway to produce ski lifts, and we needed the room.”

Dick had actively pursued the ski lift business. “I knew we could make ski lifts, so I went out and got the business. It was all good, until it about bankrupted me.”

For some reason, unknown to Dick, the night foreman made a change to a bracket and almost immediately “everything started derailing, everywhere.”

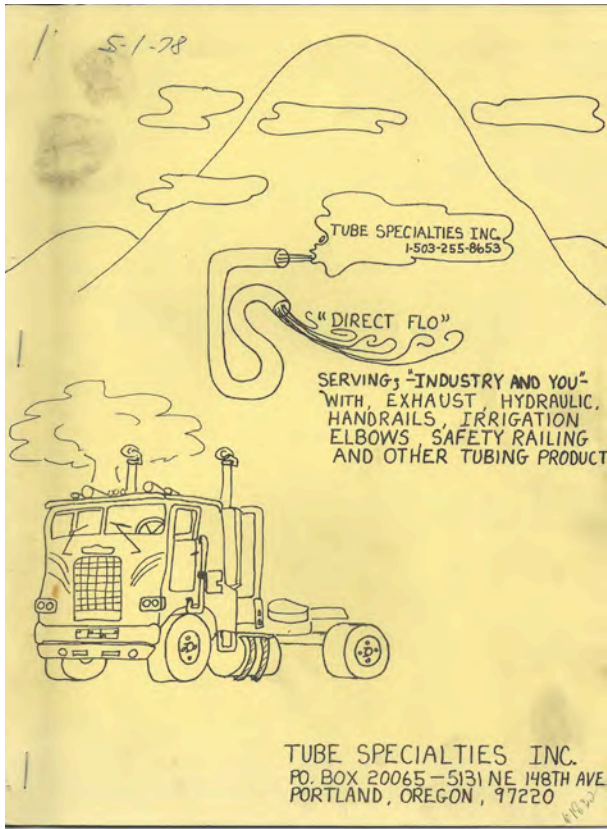
“I had to send people around the world to fix it. I went to Idaho, California, Alaska. That mistake cost me \$100,000—a lot of money in the ’70s.”



NE 148th Street and Airport Way

*In 1971, Dick bought a 6,000 square foot building east of the Portland Airport.*





*A TSCO catalog from 1978 advertises: We are here to serve you, if you don't see what you want, just ask.*

Not unexpectedly, the night foreman was soon looking for new work. And although Dick may not have been done with the ski lift industry, he said with a chuckle, "They were done with me."

The automotive and trucking business was doing very well, however, and TSCO continued to grow. Over time, the manufacturing building was expanded to 46,000 square feet, supplemented with a warehouse, and new tools and technologies took their place on the production floor. In the mid-seventies, TSCO began using computer numerical controlled (CNC) benders in addition to hydraulic benders, providing greater precision and efficiency.

## THE TRUCKING BUSINESS

In the 1970s, the trucking industry began to change. Manufacturers had discovered that by outsourcing parts and subassemblies, they could reduce costs and maintain a tighter focus on their core businesses.



*An undated photo shows Dick at far right with a group of TSCO employees.*

The Northwest's heavy equipment manufacturers— Freightliner, Wagner Equipment Co., PACCAR International and Hyster Company—all saw the benefits. Selecting the right vendor, however, was critical to their success, and Dick's business philosophy and track record made TSCO a good strategic partner. To strengthen its capabilities, TSCO purchased a chrome plating company, an acquisition that allowed it to meet the demand for chrome plated exhaust stacks and related components.

## THE ARCHITECTURAL BUSINESS

While the trucking sector was growing, architects began calling on Dick looking for high-end, custom parts for buildings, hotels, restaurants and casinos. His reputation for precision and quality brought them to his door. "It wasn't something I pursued," he said. "But it was interesting."

It was also a challenge he couldn't resist, and TSCO entered the architectural design business. Demand was soon so high that Dick had to create a separate division to keep up with it.

"The products were beautiful and the work was exciting," he said. "These were huge involved projects. You name it, we did it. We worked on buildings around the world and at home. We did the Arlene Schnitzer Concert Hall in Portland, inside and out, the gates and all. That work won an award, and we were always very proud of the work we did there."

TSCO created circular staircases, brass fittings, bronze railings and other fixtures that ended up in prestigious buildings across the globe—from Las Vegas casinos to Middle Eastern palaces to New York restaurants to Hawaiian resorts. Custom brass fountains, overhead canopies, outdoor gazebos, sneeze guards and ornamental handrails created by TSCO adorned hotels and restaurants. Brass stemware



*TSCO won an award for its work on the Arlene Schnitzer Concert Hall in Portland.*



*Chrome plating.*

racks and waitress station rails gleamed in bars, and Portland's KOIN Tower is capped with TSCO handiwork.

To support the business, Dick traveled frequently, meeting with customers and suppliers across the globe. "I spent a lot of time in Hong Kong, Taiwan, Korea and Japan. I always enjoyed it—the food, the people, the culture—but with a business and a family, you only travel as much as you have to."



*Dick built his first racecar in 1972. It would prove to be the first of many.*

## THE RACING BUSINESS

Despite his heavy workload, Dick's interest in racing and racing machines never flagged. He built his first dune buggy in 1972, "just for fun." Then he rebuilt it as an off-road racecar and started entering competitions, improving the car's design as he learned what was required. Before long, his passion for racing led to another business—NW Buggy Center, which opened in 1976. Through it, Dick built and sold racecar chassis. The company also distributed a multitude of off-road racing products.

# FASTER AND FASTER: THE 1980S

The 1980s ushered in a new level of excitement. TSCO was humming with trucking, automotive, architectural and other custom work. The growing businesses necessitated multiple facility expansions. And while NW Buggy Center was a going concern, Dick admitted, "The racing business was taking too much time away from TSCO. I couldn't be in two places at once. I knew I was going to have to give that business up, and I did."

What he didn't give up, and never would give up, was racing. He raced Nevada and Mexico. He raced California and Arizona—every desert race he could get to. He especially liked endurance events. "These were long races, 400 miles or so."

Racing for Dick was a passion and a release. It would also become somewhat of a family obsession. Sons Gary and Mark caught the bug at an early age.

“When I was about twelve, Dad built us a car of our own,” remembered Mark. “He had to block up the pedals.”

“Yes, I did,” said Dick. “I built a car for the boys, and Mark crashed it. I think Mark crashed everything he ever drove.” Which didn’t stop Dick from rebuilding cars and Gary and Mark from driving them as fast as they could.



*Gary, left, and Dick in 1984, Dayton, Nevada.*

With the boys interested in racing, Dick became more reluctant to travel long distances to events, because he had to leave them behind. However, in Oregon in the 1980s off-road racing options were few.

“It was a problem and I decided, there was no reason for it. Oregon has everything it takes,” said Dick. So, he set about changing the situation.

To start, Dick founded the Oregon Off Road Racing Association (OORRA) so he could sanction desert racing events. He broke new ground by working with the Bureau of Land Management and private landowners to open up courses in central Oregon. He advertised, promoted, and delivered the events. Before a race, he and his sons drove over the mountains in the wee hours of the morning to be on site early enough to mark the course.

“We had events in Millican Valley, Paisley and Brothers,” said Dick. “Gary entered Paisley when he was 15. He was young, but I was promoting the race, so he got to race.”

Gradually, Dick realized that he didn’t really need a separate racecar business—he could turn his passion for racing into an extension of TSCO, and racecars became central to the company’s marketing and customer relations efforts, providing additional opportunities for product research and development.

TSCO racecars were showcased at industry trade shows to attract attention to the company’s products, and they helped differentiate the company from its competitors. It was an inspired strategy; the cars were of great interest to a customer base full of transportation, trucking and automotive gurus.



# CHANGE AND MORE CHANGE: 1990s

By the end of the 1980s, TSCO's automotive and trucking business was going strong. Things were not going so well on the architectural side, however. There were new competitors and the segment was under price pressure. Dick couldn't see a way around it, and although it was a market he loved, he shut the division down.

"I stayed in that business for 20 years. I loved the work, but then they started cheapening up the product—you couldn't compete unless you wanted to give it away or make it cheaper, and I wouldn't do that. The stuff we built is still there today. I wasn't in it to deliver cheap products. For a good product you have to have some margin."

The architectural and plating division closed in 1990 and TSCO turned a laser focus on the trucking business—a decision that would bring unprecedented growth.

The 1990s was also the decade that Dick's sons, Gary and Mark, would make their marks on the business. Both of them had worked for their Dad from the time they were about 12 years old.



*Dick, shown here in 1998, maintained his interest in fishing throughout his life.*



*Mark, left, and Dick in 1994 in Baja, Mexico.*

"We'd clean up the factory, pick up cigarette butts," said Mark. "We were always around the business. We were expected to work after school and in the summer. We made minimum wage—sometimes we wouldn't get home until 8 or 9 at night and then we'd have to do our homework."



*Gary, left, and Mark with a Weyhrich-built car.*

## GARY WEYHRICH

For Gary, working at TSCO seemed preordained. For as long as he can remember, he was interested in the business. As a senior in high school, he figured out how to parlay his work experience into school credit and get paid.

“I started in production in about 1983 when I was 16, and I never looked back,” he said. “I went to Mt. Hood Community College and later Portland State University, but my mind was always on the business.”

“Dad kept moving me around. I learned welding, cutting and shipping. He kept challenging me. Mark and I both love a challenge—we got that from Dad. I was making about \$10 an hour, and I thought that was great.”

In 1990, when Gary was 23, Dick promoted

him to production planner and moved him out of the plant and into the office building.

“I got a raise—I was probably making about \$15K a year, but as the boss’s son, I was expected to work until every job was done, not just mine. Dad moved me from purchasing to customer service to estimating—always asking me, ‘Is this what you want to do, because this is what I do.’ Sometimes I felt like he was throwing me to the wolves, but it always worked out.”

Through all those years, Gary learned every aspect of the business, and he felt connected to all of it. “One day I walked into the shipping department and I realized it was chaotic—they were short handed but things also seemed disorganized, so I started changing the workflow and the way the warehouse was organized and the processes. It ended up that I was there for a year,” he said laughing.



Dick was supportive of the time Gary spent in the plant, and Gary realized something he'd probably always known, "Dad loved the plant, he didn't much like the office, but he did it."

Like his father, Gary was an avid racer, but his interest turned to road racing. He raced Formula Fords, working his way up to compete for the USAC FF2000 National Championship which took him to tracks in Arizona, Florida and Indianapolis to name a few.

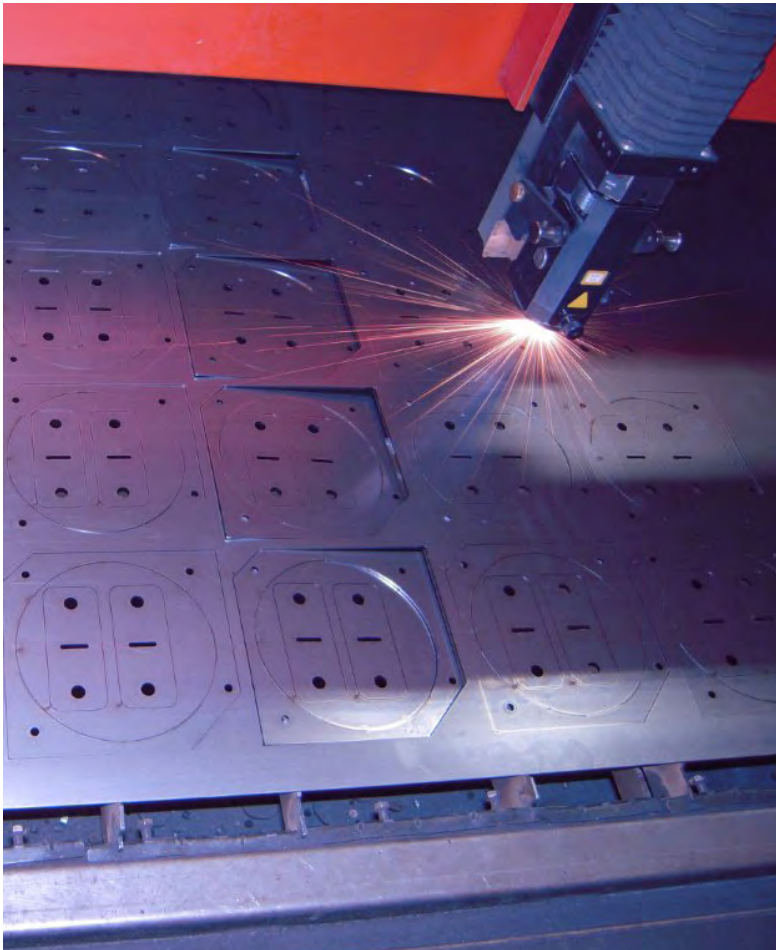
"I raced heavily through the '90s. I loved it. I was good at it, but eventually Dad, Mark and I would all go back to off road. It was something we could do together."

## MARK WEYHRICH

Mark joined TSCO in 1993 after graduating from Arizona State University.

"I wasn't sure what I was going to do," Mark said. "After school, I went to California and thought about taking a job there, but something wasn't right, so I got in the car and drove home. Dad said, 'Are you ready to go to work here?' And I was."

Mark's first job title was Special Projects Manager; he earned \$18,000 a year. His first task was to create a safety program. Next, he wrote job descriptions and defined pay scales. Then, he took on a project that turned out to be a whole lot bigger than he imagined—and a lot more exciting.



*TSCO continuously adds new manufacturing capabilities.*

"I still get excited thinking about it. We built a fully automated EDI (Electronic Data Interchange) system. It was a massive undertaking. We installed new computer systems. We had to define the work flow, implement bar codes, design shipping containers—we retooled the whole factory."

The completed project offered TSCO great efficiencies. It reduced manual data entry, improved order accuracy and streamlined the entire manufacturing process from order entry to shipping.

Thanks to the new system, TSCO had the capability to make deliveries to its customers using a process called line sequencing, meaning they could deliver all of the parts needed for an individual truck, sorted by a unique VIN (vehicle identification number). And, they could do it in real time. So precise was their

process that they could deliver the required parts directly to a customer's production line twice a day. It was a great benefit to customers, but it came as a cost to TSCO—the company now had to carry the inventory and deliver it, just in time.

Dick was willing to make the investment for his major customers, but only if he was the sole supplier. He knew that for his business to be viable, he had to enter into a true partnership with his customers. This didn't sit well with the truck manufacturers—there were three other vendors vying for the business at the time—and the manufacturers were concerned about putting all their eggs in one basket. They wanted the benefits of line sequencing, but they didn't want a single source vendor.

Mark clearly remembers the meeting when push came to shove with one of their key customers. Excited by TSCO's new capabilities, Mark accompanied Dick to a meeting to discuss the prospect of supplying parts directly to the customer's production line. After a lengthy meeting, the customer explained that while they valued TSCO's products, they would not be able to go with a single source vendor. At which point, Dick stood up and said as much as, "Thank you, gentlemen. I withdraw my proposal."

"You could have heard a pin drop," said Mark. "No one expected that, but Dad was willing to walk away from the business. I was sweating, but all of a sudden the whole attitude in the room changed, and I knew we had the business."



## A NEW STATE-OF-THE-ART BUILDING IN TROUTDALE

By the mid '90s, TSCO was out of manufacturing space, and in 1996, the company broke ground on a new 115,000 square-foot facility at 1459 Sundial Road in Troutdale. New equipment was installed which allowed production of flanges, brackets and other components, strengthening TSCO's manufacturing capabilities. A new Powder Coat system and tooling department ensured fast prototypes and more reliable delivery times.



*The facility at 1459 Sundial Road in Troutdale has been home to TSCO since 1996.*

The move was slated to happen over the Christmas holiday. "We planned to shut down the old plant over



Christmas week 1996 and be back in production in the new plant by New Year's Day," said Gary. "To make it happen, Mark and I worked 18 hours a day for 30 days—we worked on Thanksgiving, we worked on Christmas, but we were back in business within the week."

Starting up the new factory was intense. Gary didn't even get a desk in the office building for two years.

"I was out in the plant," he said.

## EAST COAST EXPANSION

By the turn of the decade, Dick knew that to keep pace, he had to expand outside of Oregon. Business on the West Coast was pretty well locked up, and he saw opportunity on the East Coast. Gary and Mark were involved in the expansion discussions, but they weren't totally prepared for the day Dick showed up at work and said, "We're going to North Carolina to buy some property."

"So, we went, we found some property, and we came back and drew up plans," said Gary. "The facility is modeled on the Troutdale plant, because by then we knew what worked."

The 110,000 square-foot manufacturing facility opened in Statesville in 1999. Mark did most of the work required to bring the factory online. It was a big job and a demanding one.

"I had not spent any length of time in the South, so there were a lot of nuances to get used to. Everyone worked at a different pace; subcontractors were a little more relaxed than on the West Coast. Once I figured out how to deal with that, everything went well. The people were great to work with and very enthusiastic.

"I do remember that the county we were in had been dry up until the month we got there. There were absolutely no bars, not even in the restaurants. A few of them were selling beer out of coolers, but that was it."

The hardest part for Mark about living in North Carolina was being away from his girlfriend, Tina, the woman who would become his wife. "Fortunately, she was extremely understanding," said Mark. "She was my salvation through that whole process and my motivation to get the job done and get home. "



*TSCO opened a manufacturing facility in Statesville, North Carolina in 1999.*

# THE BUSINESS EVOLVES: THE 2000s

In 2004, Dick decided to retire and spend more time in the sun. “The boys wanted to take over the business, they’ve always been interested in it, and we wanted it to go on in the family.”

Dick is a regular visitor and advisor, but Gary and Mark as co-presidents are charting the future of TSCO. Gary oversees administration and finance and Mark production, and both of them work until every job is done, just as their father did.

“Gary and I still drive pickups,” said Mark. “At the end of the day, you never know whether or not you are going to have to deliver parts.”

When Dick retired, TSCO was well established as a Tier 1 supplier to the heavy truck industry, supplying components and parts directly to customers, carrying inventory, and collaborating on projects. It was a great business, but Gary and Mark felt they had the capacity to branch out. They started looking at the automotive market.



*Gary, left, Mark and Dick in Laughlin, Nevada, 2000.*



*in 2011, TSCO opened a 70,000 square-foot facility in Saltillo, Mexico.*

“It was a whole different thing for TSCO—high volume, very dynamic,” said Mark. “We chose a niche and figured it out. By challenging ourselves to meet automotive quality and engineering standards, we improved the whole business.”

After that, there was always something going on. Gary and Mark grew the company by focusing on customer service while producing quality products. They stayed on the cutting-edge by employing new technologies and staying close to their customers. They learned they couldn’t do it all themselves. Business was global and they were stretched too thin.

“We realized we needed new management talent, and hired a chief financial officer and a chief operating officer. Today, we have an organization capable of more growth,” said Mark.

As part of its commitment to stay close to its customers, in 2011, TSCO opened a 70,000 square-foot facility in Saltillo, Mexico to supply its customers there. The company is now well positioned to serve Latin America as business expands.

To support their racecar business, the Weyhrichs opened a 10,000-square-foot race facility in El Cajon, California in 2012. It is an advanced race prep and fabrication arena for their desert racecars. Gary and Mark both compete in off-road races, and although Dick retired from racing in 2004 at age 65, he is involved and on site when his sons compete.

# DICK WEYHRICH: A LIFE WELL LIVED



Ask Dick about his success, and he’ll say, “I guess I got a head for business somewhere, but really, you just work at it. That’s all I ever did was work at it.”

Ask his friends and family, and they’ll say: He’s a people person. He’s tenacious. He never backs away from a challenge. He worked hard all his life, every day of the week. And he played hard.

In the desert, they say finishing an off-road race is half the challenge. In his life and work, Dick met that challenge. And, he won his share of those races, and he brought a lot of people along with him.

# TSCO RACING







**TSCO 50TH  
ANNIVERSARY  
1963-2013**

**50 YEARS**

Richard (Dick) Weyhrich

**35 YEARS**

Joe Dodd

**30 YEARS**

Doyle Hov

**25 YEARS**

Tom Calhoun

Craig Bottcher

Gary Weyhrich

Mark Weyhrich

Steve Butterworth

Jeff Trapold

**20 YEARS**

Debbie Fairchild

David James

**15 YEARS**

Dennis Sloan

Dale Robinson

Tom Singerhouse

Karen Tester

Mario R Valenzuela

Max Garcia

Nancy Brown

Dennis Zieminski

John Bledsoe

Mike Zecha

Adrian Ubaldo

Luis Luna

Roger Varner

Jose Calderon

**10 YEARS**

Tom Kreofsky

Darren Adkins

Steve Blaney

Ben Barton

Andrew Wilson

Kao Lee

Franklin Smyre

Cathy Hatfield

Brock Dunford

Ed Hurley

Guadalupe Martinez

Elodia Chavez

Juan Perez

Kurt Arnold

Khue Lee

Rae Norton

Yooncho Saechao

Anette McBroom

See Vang

Tomas Mardrigal

Marcial Cortes

James Fain

Jose Losornio

Carlos Melendrez

Rogelio Perales-Fernandez

Cornelio Modesto

Refujio Flores

Yang Vang

Danny Castro

Avelino Anselmo

Francisco Aguilar

Jeff Hunt

Tim Black

JC Appel

Terry Brown

Juan Ramirez

Eugene Esteban

Angel Benitez Solano

Charles T Perry

Esteban Vela

Eddie Perry

Lora Miller

**5 YEARS**

Jim Abood

San Saechao

Hobby Brooks

Gary Nash

Juan Lopez

Tony Sherrill

Joseph Taylor

Ken Holestin

Shane Beatley

Billy Helmes

Ricky North

Sylvia Wright

Roger Dyson

Chris Harrington

Judy Van Horn

Miguel Bautista

Derrick Morse

Humbertino Garcia

Anthony Scardino

Lenethia Wells

Gabriel Vela

Paul Van Horn

Adam Emmons

Ben Reed

Rodney Freeman

Ryan Welsh

Kalvin Khamsaeng

Ken Aponas

Ivan Shuey

Rodrigo Lopez Cisneros

Miguel Castellanos

Brian Rosenbaum

Khetsy Phan

Jose Chinchilla

Greg Gilbert

Maritza Mendoza

Mickey Clayton

Jason Sales

Hector Guereca

Dennis Zieminski II

Ismael Elias Rodriguez

Sonephet Vongphayboun

Cesario Fuentes Ventura

Steven Lee

Joe Mua

Jeff Shepherd

Marcos Rodriguez

Wilson Alejandro Vinuesa

Jose Rico

Sid Harvey

Edwin Diaz

Amber Hulick

Dawn Dixon

Dan Carney

Felix Dominguez

Gerald Tarpley

Angel Bautista

Scott Kennedy

Jennifer Miller

Roxanne Christenson

Blanca Arellano

Shawn Irwin

Carl Lowe

Jessie Tracy

Matt Wilson

Denisse Martinez

Frey DeJesus

Gary Freeman

Monty Vonpoppenheim

Kevin Bishop

Reyna DeJesus Vazquez

Danny Williams

Manivong Kaseumsouk

Mike Whaley

Sammy Harmon

Richard Holestin

Steve Robertson

Ron Sigler

Pedro Aguirre Solis

Mike O'Quinn

Lori Neavill

Daniel Bourg

Yunziu Zhan

Concepcion Moreno

Darwin Campbell

**RETIRED**

Don Grant

Ernie Laplace

Art Dabney

Linda Ching

George Meissenheimer

Bill Robinson

Geoff Lomas

Larry Ellis

Keith Pugh

James Steadman

