

Frontier Building Supply

Anacortes, Washington

TPM Member Since January 2013



In 1975, Mike and Terry Johnson, with the help of their father Oscar and his brother Joe, opened Frontier Industries (today it operates as Frontier Building Supply) on the Anacortes waterfront. The family also owned logging, sawmill, and a log loading operation that loaded ships for exports around the world. The Johnson family was all about lumber and wood. There was also a Frontier owned shingle mill on the waterfront that had a reputation for the best cedar shakes in the Northwest.

Things change, and in 1978, the cedar mill was closed and the lumberyard moved to a bigger and better location at 19th Street and Commercial Avenue in Anacortes where it remains to this date, though a decidedly bigger operation.



"HOT DOG DAY" is celebrated at each of the Frontier locations. The day features vendors, displays, games, and food in appreciation of Frontier's valued customers.



The Frontier Building Supply paint department is staffed by experts with years of experience. The staff can color match and help customers choose the best product for their project.

North Cross Lumber, in Sedro-Woolley was acquired in 1987, and Frontier operations began the additional location in a converted feed store. That location was soon outgrown and in 1994, a new 10,000 square foot state-of-the-art facility was opened just four miles west of the old feed store.

The building industry was booming, and the demand for lumber continued to grow. Property was purchased to meet the needs of Oak Harbor builders. Frontier built another 10,000 square foot facility. With three locations, the company had reached nearly 10 million in gross annual sales and employed nearly 40 employees.

In 2000, Copeland Lumber, an icon of the West Coast lumber business, announced it was closing its yards and ending an era. Not wanting to overlook such an opportunity, owners Mike and Terry began negotiations that ended with the acquisition of their third yard in Island County.

With the end of the 1990s the need to specialize became more apparent and in 2002, a dedicated millwork center was opened at 22nd Street and R Avenue in Anacortes. This facility now offers the finest window, door and cabinet showrooms north of Seattle. Staffed by specialists in every aspect of interior and exterior millworks, this facility is quickly becoming the "go to" place for Fidalgo Island and all of Skagit County, as well as the San Juans from Anacortes.



Featured Member *continued from page 8*

FRONTIER BUILDING SUPPLY



*Anacortes Yard
Anacortes, WA*



*Sedro Woolley Yard
Sedro Woolley, WA*



*Oak Harbor Yard
Oak Harbor, WA*



*Freeland Yard
Freeland, WA*



*Millworks Center
Anacortes, WA*



*Coupeville
Coupeville, WA*



*Business Office
Anacortes, WA*

Today, Frontier has six, full-service locations in two counties, and is proud to support over 70 employees. Just as it was in 1975, the operating philosophy of Frontier Building Supply follows the same three key elements, unparalleled customer service, and quality materials at competitive prices.

Contractors and home owners have the choice of working from the jobsite or coming into the store. Frontier's outside sales staff are willing to come to a jobsite, go over specifications, deliver quotes, and even take window or door measurements to meet the customer's needs and save them time. Jobsite deliveries are second nature, usually within 24 hours, and often same day. Customers who prefer to do business in the stores can work with the contractor sales teams at each location. The teams can handle orders quickly and efficiently so that the customer can get back to the jobsite quickly with the materials needed.

A professional builder can't afford to build with anything less than the best when it comes to tools and materials. Frontier Building Supply carries the highest quality lumber and sheet goods available from a select group of mills and manufacturers. Every product line offered is picked for its quality and competitiveness in price.

With over 30 years supplying the building needs of Skagit, Island, and San Juan County, Frontier knows its customers and communities. Frontier is proud to have participated in literally hundreds of community projects in all of the areas where it does business. The company has provided everything from materials to build handicap ramps for senior citizens, to holding an annual golf tournament and charity auction to benefit children's organizations. The Golf Tournament helps provide organizations such as Big Brothers and Sisters and Boys and Girls Clubs with everything from computers to soccer equipment. Frontier is a part of the communities in which it does business, but even more importantly, its communities are a part of who they are.



One of the most exciting contests at the "HOT DOG DAY" celebration is the belt sander races.



Another event at the "HOT DOG DAY" -- The bucket (torture) contest. The idea is who ever can hold the bucket up the longest is the winner. Each bucket has 60 lbs of sand in it and it has a piece of 3" PVC tubing as a handle.

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