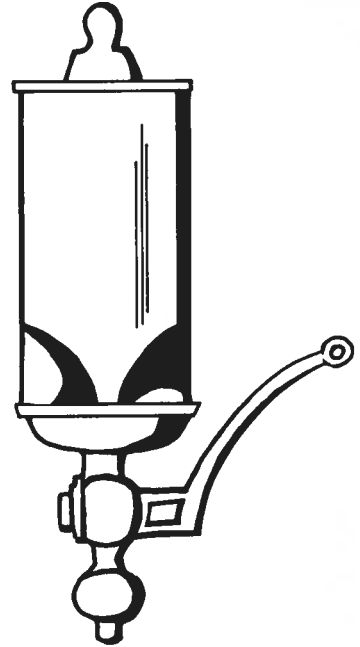




1880-1980

SNOW



1880-1980

## Snow Lumber Company

A century in the life and growth of High Point, North Carolina can be chronicled in the history and projects...and personalities in which Snow Lumber Company has been involved.

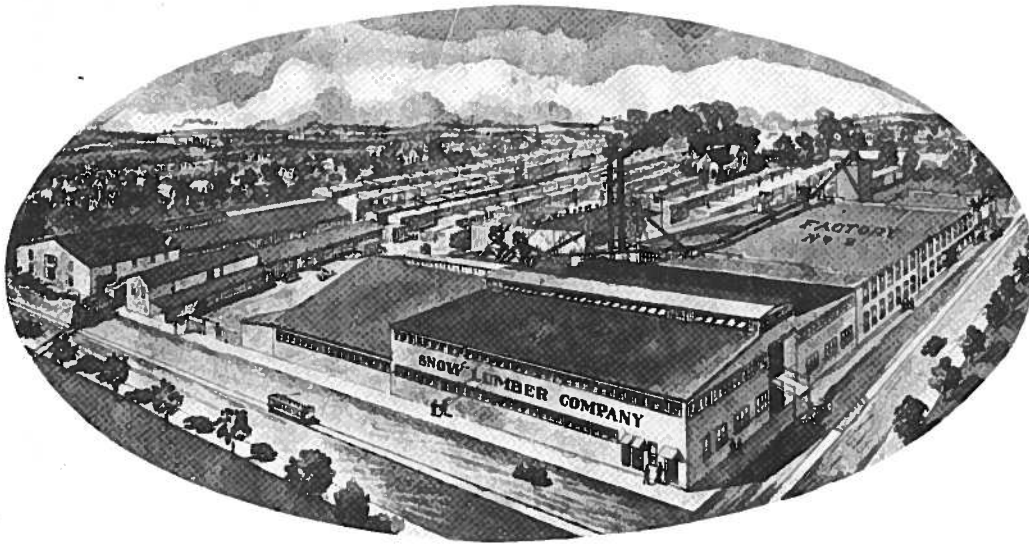
It's steam whistle long ago signaled leadership,  
calling skilled craftsmen to excellence in architectural  
woodwork...

calling a sleepy village to awaken to its potential as an  
industrial and marketing center...

calling a region to become something it had never been.

Snow Lumber Company, completing its first century, is still  
committed to leadership in service, excellence and  
productivity in the woodworking and building industries.

*A Century of Building...*



## Capt. W. H. Snow

Pioneer industrialist Captain William Henry Snow was credited by newspaper editors and historians around the turn of the century with awakening this "... sleepy hamlet of 300 persons ..." to the value of its resources, and to its potential as a manufacturing and marketing center.

Born in Montplier, Vermont, in 1825, Mr. Snow sought his fortune in Australia, where he built for Great Britain the first telegraph system south of the equator. He earned the rank of first lieutenant in the union army in the War Between the States, and was discharged in 1865. The name Captain was later given to him by friends.

It was Captain Snow who first discovered and demonstrated to the people of North Carolina the commercial value of persimmon, dogwood, and hickory woods. The pleasant climate and the immense quantities of such timber standing in Guilford, Randolph, and Davidson counties caused Mr. Snow to move from Lowell, Massachusetts to Greensboro, in 1867. In 1870, he first began manufacturing axe handles and textile mill shuttles. In 1872, he moved his family to High Point, and built the city's first factory to convert wood to commercial products.

The first of many setbacks soon came in the form of a fire that destroyed the factory, and left Mr. Snow \$400 poorer than he had begun. Courageously, the company rebuilt.

In 1881, he gave Pine Lumber Company to his son, Ernest Ansel Snow, and the firm's name was changed to E. A. Snow Lumber Company.

In 1883, he was instrumental in bringing a railroad to High Point. He served seven terms as mayor and was postmaster from 1898 until his death in 1902.

SNOW



Captain W. H. Snow  
1825-1902



Ernest Ansel Snow  
1850-1922



R. Frank Dalton  
1857-1932

### E. A. Snow

Ernest Ansel Snow was a leader in the early development of the High Point community, and as the first to lend his name to the company which later became Snow Lumber Company.

Born in Ferrisburg, Vermont, in 1850, Mr. Snow was the only son of Captain W. H. Snow.

He moved to the High Point area in 1872, and began work as a building contractor — an activity he was to pursue for the remainder of his life. A local newspaper noted that, at the time of his death, Mr. Snow owned more houses than any other High Point citizen.

He became manager of Snow Lumber Company in 1881 and when later joined by R. Frank Dalton, began a firm which was to build and provide millwork for some of the landmark homes and buildings in this community, and throughout the southeastern United States.

"E. A. Snow Lumber Company," as it was called in the early days, brought quality craftsmanship to factory efficiency, and thus made intricate woodwork practical and affordable for homes, businesses, and public buildings.

Mr. Snow was one of three High Point citizens who started the first furniture factory and laid the groundwork for an internationally known industry and marketing center.

Active in the civic and religious life of his community, he served on the High Point City Council and on the boards of several savings and loan associations. He was a member of the first school board and chairman of the building committee. For 25 years, he was superintendent of the Sunday School of the First Presbyterian Church, which he also served as a ruling elder.

After more than half a century of leadership, Mr. Snow died in 1922.

### R. F. Dalton

R. Frank Dalton was a man of keen business insight and ability, and the first president of Snow Lumber Company in 1890.

Before moving to High Point, Frank Dalton was for many years engaged in the pharmaceutical business in Greensboro.

He became interested in manufacturing and bought a portion of E. A. Snow Lumber Company. The company was incorporated, in 1890, under the name of Snow Lumber Company.

Born in Rockingham County, North Carolina, in 1857, he was the son of Rev. P. H. Dalton, who founded the First Presbyterian Church of High Point and served as its pastor for 25 years.

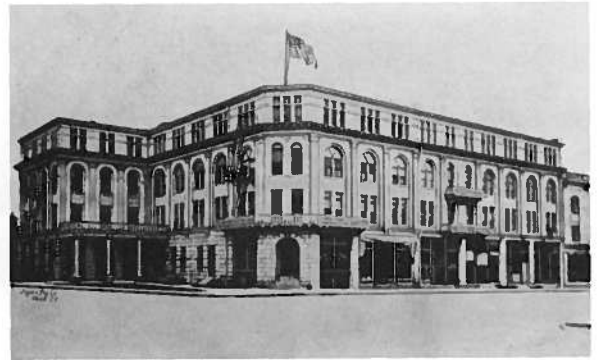
Mr. Dalton's diverse business interests also led him into the manufacturing of furniture. When the Piedmont Table Company was taken over by new interests in 1905, he was the principal stockholder in the organization. The business was incorporated under the name of Dalton Furniture Company, with Mr. Dalton serving as president. At one time, he was president of Globe Home Furniture Company, and was actively involved in several other firms. However, his chief interest remained with Snow Lumber Company throughout his long career.

His leadership in civic matters was evidenced by the fact that North Carolina Governor Bickett appointed him chairman of the North Carolina Building Commission, which had the responsibility of directing the construction work of buildings for all of the state-owned institutions during a time of rapid growth.

Mr. Dalton, who died in 1932, was described in *The High Point Enterprise* as a man of "aristocratic bearing and gentlemanly demeanor."



John A. Lindsay Home



Elwood Hotel



Main Street North from Railroad



First Presbyterian Church

### Snow Lumber Company 1880...

Under the guidance of the younger Snow and R. Frank Dalton, who soon took over as president, the company expanded rapidly. New equipment was added, larger buildings were built, and skilled and semi-skilled workers were trained and put to work. Soon, a sawmill and dressing facility were built at Steeds, North Carolina to supply by rail all of the lumber the expanding business needed. By 1900, some 15 workers, using 100 machines, were turning out 200 doors, 200 pairs of sashes and 150 pairs of blinds each day.

So rapid was this growth that Snow Lumber Company boasted in its 1915 catalog, "From a small beginning we have enlarged our facilities and increased our business till we now have the largest and most up-to-date plant in the South."

Evidence of the growing influence of the Company by 1918 may be found in a locally published book praising High Point, its business, and its leaders. In that book, Snow Lumber Company is described as a firm that "...manufactures in the



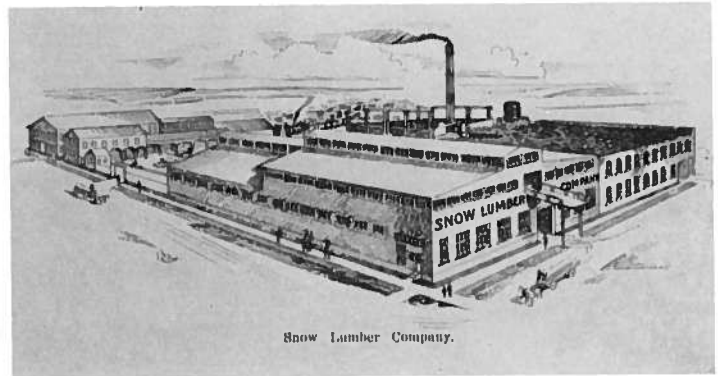
Elwood Cox Home



Armfield Home



E. A. Snow Home



Snow Lumber Company

most perfect manner, and in prodigious quantities, everything needed in a house from the foundations to the most beautifully designed Greek columns and skillfully wrought moulding, mantel pieces, windows and blinds..."

Located in the heart of High Point's business district, the company eventually occupied some twenty-four closely adjoining buildings. Plants, warehouses, and lumber yards covered four acres. The company even built its own fire department, which it leased to the city, and by the mid-1930s was generating its own electricity.

Supplying custom millwork and stock parts, Snow was instrumental in building some of the South's most prestigious homes, public buildings, and the hundreds of homes needed by factory workers who were manning the expanding furniture and hosiery industries.

Snow was destined to play a major role in the expansion of the entire region. Stock parts were shipped from its factory throughout North Carolina, and to the nearby states of South Carolina, Virginia, and Maryland.



Furniture Manufacturer's Exposition Bldg.



# Snow Lumber Company's Growth

"High Point" was nothing more than a mark on a map just two decades before Captain W. H. Snow set up the area's first manufacturing facility. Now it ranks number six among the cities in North Carolina.

A surveyor used the designation to indicate the highest point on the planned railroad from Goldsboro to Charlotte. That "High Point" lay near the wagon road from Fayetteville to Salem. There was no village or town—just rolling hills covered with trees.

It was the abundance of these trees and the intersection of the two major transportation routes that caused investors to begin to buy land in the early 1850s. They saw the potential for a trading area.

In 1872, the forerunner of Snow Lumber Company was established.

Rapid growth followed. In 1888, High Point residents built the first furniture factory, and in 1904, the first hosiery mill was founded. Soon, the Furniture Manufacturers' Exposition building was built.

By 1915, the town boasted of sixty-six factories, and a population of 12,500.

In little more than a century, the town has



Governmental Center  
Greensboro, N.C.



Governmental Center  
Greensboro, N.C.



Governmental Center  
Greensboro, N.C.

# Parallels That of The Piedmont

grown to international prominence as the center for both furniture and hosiery.

Buyers from around the world converge on the city twice each year to look over the latest offerings from furniture manufacturers from throughout the United States and many other countries.

High Point boasts that more hosiery is manufactured within a radius of 125 miles than in any area in the world.

Snow Lumber Company has played a vital role in building factories, homes for the thousands of families, stores, banks, and other public buildings.

But the activities of Snow have not been confined to High Point. Windows, doors, blinds, other wood products, and architectural woodwork from the hands of its skilled craftsmen have helped in building some of the leading institutions in the southeastern region of the country.

Today, High Point and the Piedmont triad comprise one of the fastest growing areas of the United States.

As that growth continues, Snow Lumber Company will stand ready to continue its tradition of leadership.



Main building of SFMC now occupies the original Snow Lumber Company site.



High Point Bank & Trust Co.  
High Point, N.C.



High Point Bank & Trust Co.



# World War II and Post War Boom



## Carter Dalton

Carter Dalton became the majority stockholder of Snow Lumber Company in 1941. Along with Hunter Dalton and Hiram Armentrout, they reorganized a business reeling under the prolonged impact of the depression.

Immediately, they turned the production capacity of the factory to meet the needs of a fighting nation engaged in World War II.

Upwards of ninety per cent of the firm's products were directed to the war effort. Skilled woodworkers, who had been building elaborate facades for college campuses and public buildings, elegant columns and interiors for prestigious homes, and stock parts for building supply companies, were called upon to manufacture thousands of ammunition crates daily. They also supplied windows, doors, frames, lockers and trim for the nation's rapidly expanding military installations.

The nation prevailed in the war effort, the soldiers came marching home, the production capacity was channelled in a new direction. With the advent of GI loans and the establishment of new national goals and priorities, Snow Lumber Company turned its attention to meeting the demands of a booming building industry. Building supplies and architectural woodwork once again emerged as the predominant activities of the company.

Carter Dalton sold his interest to Hunter Dalton and Hiram Armentrout in 1944.

## P. Hunter Dalton

### Hiram M. Armentrout

Guided by Hiram M. Armentrout, a son-in-law of the late E. A. Snow, and P. Hunter Dalton, nephew of R. Frank Dalton, the company obtained large contracts and soon was running its factory at near capacity. Expanding colleges and universities, such as William and Mary, Wake Forest, Duke University, and Winston-Salem Teachers' College needed large quantities of interior and exterior millwork. The skills of Snow's woodworkers were equal to the challenge.

William and Mary called upon Snow to duplicate the original colonial designs of the interior and exterior woodwork of some of its centuries-old campus buildings.

"So perfectly do Snow's saws, planers, sanders, jointers, molders, shapers and other mill machines duplicate the masters' creation that new buildings at the nation's second-oldest institution



Hiram M. Armentrout

P. Hunter Dalton

of higher learning blend with the very old to such an extent that it's hard to tell one from another," said "Ties," the magazine of Southern Railway System.

In addition to millwork for some of the region's best-known colleges and universities, Snow supplied the most intricate of architectural woodwork for some of the area's leading hospitals, government buildings, and industrial firms.

Estates, like R. J. Reynolds, Grayland in Winston-Salem, and the Raymond Firestone in Southern Pines, also utilized Snow's woodwork-ing skills.

Literally thousands of homes were built from

materials and ready-made components supplied by the company.

By 1956, it had become obvious that Snow Lumber Company had outgrown its old facilities. In October of that year, the entire operation was moved to its present location on a 13-acre tract of land on Springdale Avenue in south High Point. Buildings totaling 150,000 square feet now house the mill, offices, showrooms and warehouse. A large lumberyard sprawls over much of the land.

The management decided to concentrate all of the company's efforts on what it does best — creating custom architectural woodwork, and supplying building materials for the construction trades. Gradually, the stock products were eliminated and the Snow plant turned its attention entirely to custom architectural woodwork . . . that challenging work that demands so much skill to execute, such as a spiral staircase, exquisite paneled doors, or a wall of raised panels in cherry or walnut. Draftsmen undertake the task of translating architects' blueprints into shop drawings for the skilled woodworkers.

Woodworking specialists artistically turn plans into reality on such projects as a colonial main entrance to the Maryland state office building at Annapolis, the functional cabinetry of the family practice unit of North Carolina Baptist Hospital at Winston-Salem, and the modern courtroom of the Guilford County Government Headquarters building in Greensboro.

Under the leadership of P. Hunter Dalton, and his son, P. Hunter Dalton, Jr., the building supplies division was expanded to the point that, in 1980, it consumed much of the Company's energies.



Cabinets and counters constructed to specific specifications were built by Snow Lumber Company for the N.C. Baptist Hospital, Winston-Salem, N.C.



**A Century of Building . . .** The third and fourth generations of the Dalton family and other seasoned veterans now provide the leadership of the multi-faceted enterprise.

P. Hunter Dalton, Jr. is president of the firm, Marion Rowland, who joined the company in 1946, is vice president, and David Dalton and P. Hunter Dalton III are secretary and treasurer of the corporation respectively.

### **P. Hunter Dalton, Jr.**



P. Hunter Dalton, Jr.

Described as a thorough administrator, Hunter Dalton, Jr. has spent all of his career with Snow. He attended Davidson College and graduated from The University of North Carolina at Chapel Hill. He joined Snow Lumber Company in 1946. Starting in the retail lumber yard, Mr. Dalton learned the business from the ground up. Named president in 1968, he has surrounded himself with capable and experienced leaders.

Recognized as one of High Point's most active businessmen, he is Chairman of the Board of Directors of High Point Bank & Trust Co., President of the Metropolitan Board of the High Point YMCA, Treasurer of the High Point Memorial Hospital and Elder of the First Presbyterian Church.

### **Marion C. Rowland, Jr.**



Marion C. Rowland, Jr.

The architectural woodwork division converts the most intricate of architectural designs into reality for some of the leading contracting firms in the southeast, and on occasion even to foreign countries.

Headed by company vice president, Marion Rowland, this division has built a reputation for reliability and attention to detail over many years. He joined the company after graduating from High Point College.

With more than 33 years of experience in Snow's architectural woodwork operation, Mr. Rowland is often called in to consult with architects, contractors, and administrators in such areas as cost-savings and design feasibility.

Mr. Rowland is past president of the Carolinas Chapter of the Architectural Woodwork Institute and serves on the Quality Standards Committee of the Institute at the national level.

## P. Hunter Dalton III



P. Hunter Dalton III

Hunter Dalton III, known as "Hunt," joined Snow's management after graduating from Davidson College and UNC-Chapel Hill's Masters in Business Administration program. His experience has been with the retail building materials and home decorating division of the company. Under his management, Snow has begun to supply building materials for multi-family housing, has developed a door and window manufacturing facility, and has increased its emphasis on home decorating and products for remodeling.

Recognizing the impact that governments have on our lives and businesses, Hunt has been actively involved in local, state, and national politics since his college years.

## David A. Dalton



David A. Dalton

David Dalton joined the company in 1975 with degrees from Duke University and Oregon State University. He has worked in all areas of architectural woodwork including detailing, estimating and sales. He currently supervises purchasing, production and shipping.

## Four Operating Divisions Meet Specialized Market Needs

The company is divided into four operating divisions, Millwork, Building Supplies, Terry Supply (plumbing and heating) and the Home Decorating Center. Each specializes in meeting the needs of the markets they serve.

A large, modern facility spreads over much of the 13-acre tract of land near the heart of High Point housing one of the most complete building supply and architectural woodwork operations in the area.

A regional sales office is located in Charlotte, N.C. for customer convenience.

The office staff has been greatly expanded to process the growing volume of paperwork. A computerized management information and accounting system makes it possible to process orders accurately and quickly, maintain ever-changing inventories, and provide the necessary administrative functions for the large and diversified company.



Darrell Freeman



Burke Myers

## Building Supplies Division

The building supplies division sells virtually everything a contractor needs to build a house.

Headed by Darrell Freeman, general manager, and Burke Myers, assistant manager, this division has grown rapidly over the years.



## 1981 Home Decorating Center



The most complete Home Decorating Center in the Central Piedmont area opened in May 1981.

Designed to meet the needs of the "Do-It-Yourself trade," the new facility features a casual atmosphere where customers are encouraged to browse in an unhurried setting. Various concepts of different styles are present on the floor. How-to-do information is also available—both from literature and from the experienced personnel who operate the center.

"Our idea is to make this a complete Home Decorating Center where a customer can come to get ideas and to translate those ideas into the reality of a new or redecorated home," said Hunt Dalton III.

Under Tony Williams' direction, the Home Center offers to the customer a full line of cabinets, wallpaper, paint, draperies, venetian blinds, lighting, floor coverings, carpet and decorative hardware and accessories. If it is a new kitchen that one needs, Butch Robertson or Helen Marshburn (who is also our own interior design consultant) are more than happy to offer their services.



Tony Williams



Elmer R. Lichauer



In the floor covering area, one can easily rely on the 30 year experience of Bud Lichauer for carpet and vinyl. The Home Decorating Center offers the customer an unusual advantage. In addition to allowing the customer to see full-standing displays of various lines of kitchen cabinets, the consumer can get one turnkey installed price for per job. From a vinyl floor to matching formica counter tops and wallpaper, to a tasteful light fixture. Our own crews are used for the installation of these goods. All this and more is coordinated by our staff and we assume responsibility for the entire project. This one important aspect has been one of the chief reasons for the Home Center's dynamic growth and popularity with the "Do-It-Yourself trade."



## Terry Supply Company



Van Reddick



Kenneth Vickers



In order to provide a more complete service for the building industry, Snow acquired controlling interest in Terry Supply Company in 1977. Founded by Arthur Terry in 1950, Terry Supply Company has become a leader in its field and continues a tradition of quality products and reliable service to its customers. This Company

provides wholesale plumbing and heating products for the industrial, commercial, and residential contractors in Piedmont North Carolina. Van Reddick and Kenneth Vickers manage Terry Supply and they represent combined experience of 59 years with the Company.



# Craftsmanship and Diverse



Highland Presbyterian Church  
Fayetteville, N.C.



Pasquotank County Courthouse  
Elizabeth City, N.C.



Chapel, Wake Forest University



N.C. Baptist Hospital  
Winston-Salem, N.C.

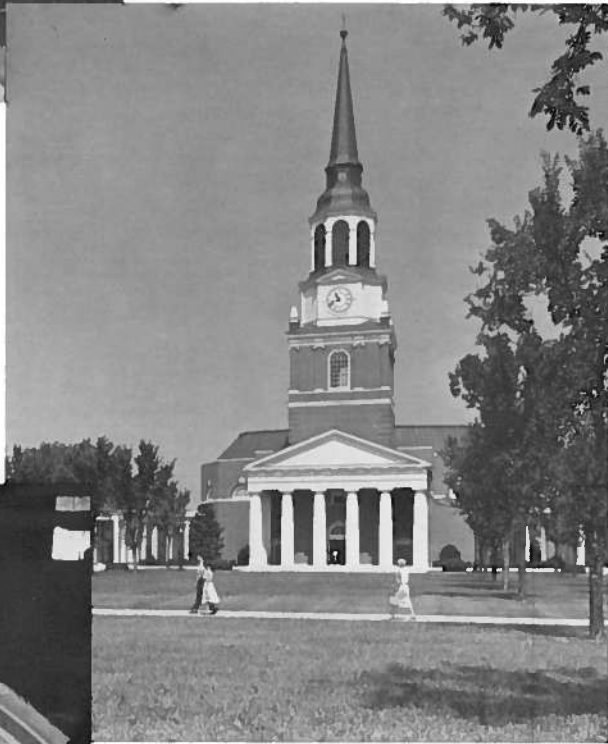
# Skills to Meet All Needs...



Pasquotank County Courthouse  
Elizabeth City, N.C.



Highland Presbyterian Church  
Fayetteville, N.C.



Chapel, Wake Forest University  
Winston-Salem, N.C.



Pediment Door Head  
Winston-Salem Residence



Main Office, Millwork and Building Supply Division