



Lamey Wellehan

MPBN's Featured Underwriter

HAVE YOU EVER MET JIM WELLEHAN? If not, just give the owner and CEO of Lamey Wellehan half a second, and he'll be right with you. Insatiably curious and genuinely interested in everything and everybody, Wellehan is one fully engaged dynamo, an authentic entrepreneurial success story and a walking illustration of community service. What's more, he really knows his Florsheims from his Foresiders.

"I have always loved Maine, and as I approach my 70th year, I can't think of a more wonderful place to live and work," says Wellehan, who believes that fostering a sense of community is not only a vitally important civic obligation but simply the neighborly thing to do as Lamey Wellehan

currently operates retail outlets in Auburn, Augusta, South Portland, Bangor, Brunswick, Falmouth and Waterville.

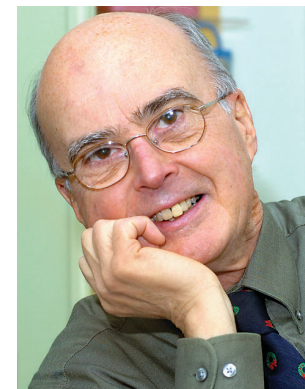
"At Lamey Wellehan, we have always believed that it's our mission to serve the entire community, and we

have maintained that belief and approach since our St. Patrick's Day opening in 1914," says Wellehan, whose own family history is inextricably linked with the evolution of Lamey Wellehan, Maine's most trusted source for finely crafted footwear.

"My dad [Daniel J. Wellehan] was born in 1888. Family finances forced him to drop out of school in the eighth grade... He wound up at [Lewiston's historic] Peck's department store, where he was a sign painter and a window trimmer. Charlie Lamey was the shoe buyer at Peck's, and the two decided to open a shoe store together," recalls Wellehan who, along with brother Dan Jr., was tapped to take over the business in the early 1960s. "When dad was 75 and I was 25, I returned home. In a way, going into retailing was an acceptance of Karma. By that time, I had served in the army, taught with the Brothers of the Sacred Heart in Lesotho [an independent British Protectorate at the time and an area surrounded by the Republic of South Africa] and picked up a Wharton MBA. During all of this, Dad had been extremely patient."

Wellehan fondly recalls the booming postwar years when Lamey Wellehan was a popular presence in Lewiston's bustling downtown shopping district. "Everyone shopped downtown in that era at top quality establishments like Benoit's, Peck's, Ward Brothers... These were shopping staples, and people tended to frequent the same stores because income differentials were not as pronounced as they are today."

Wellehan believes that one of the reasons his company endures and outshines all competitors is that Lamey Wellehan has been constantly willing to adapt. "Life always changes and evolves and so must businesses," Wellehan says. "Our Web site, lwshoes.com, has shown remarkably rapid growth, more than doubling this year... While it's difficult to ascribe cause and effect in any promotional efforts, we suspect that our underwriting on MPBN's own Web site may have played a significant role. My radio dial, by the way, is always set to MPBN. This has been an indispensable marketing tool for us, and this kind of widespread exposure brings across our message of quality and community



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Through the years, Lamey Wellehan has been recognized for its various community outreach efforts. "We have always had a deep concern for our environmental impact," Wellehan says. "We received the Governor's Waste Reduction Award as we recycled 95% of the material that came through our doors. In 1994, when we opened our Falmouth location, almost 80% of the materials we installed came from reused or recycled goods. In 2007, we were recognized as the Business Leader for the Environment by the Sierra Club. We're really doubling our efforts in this area as there's no room in today's world for failure to preserve our planet."

From global concerns to more earth-bound endeavors, Lamey Wellehan strives to make a difference. "In our own way, we try to bring comfort to people through their feet," says Wellehan. "We know that we can always count on MPBN to bring a similar kind of uplift to all of our friends throughout Maine. Truly, there is no organization that I know of that does a more wonderful job of instilling real joy in our statewide community than MPBN." (Photo: Russ Dillingham/Sun Journal.) ■

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