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WILLAMETTE INDUSTRIES INC
Form DFAN14A
June 05, 2001

SCHEDULE 14A

SCHEDULE 14A INFORMATION

PROXY STATEMENT PURSUANT TO SECTION 14(A)
OF THE SECURITIES EXCHANGE ACT OF 1934

Filed by the Registrant []

Filed by a Party other than the Registrant [X]

Check the appropriate box:

- [] Preliminary Proxy Statement
- [] Confidential, For Use of the Commission Only (as permitted by Rule 14a-6(e)(2))
- [] Definitive Proxy Statement
- [X] Definitive Additional Materials
- [] Soliciting Material Pursuant to Section 240.14a-12

WILLAMETTE INDUSTRIES, INC.

(Name of Registrant as Specified in its Charter)

WEYERHAEUSER COMPANY

(Name of Person(s) Filing Proxy Statement, if other than the Registrant)

Payment of Filing Fee (Check the appropriate box):

- [X] No fee required.
- [] Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.
 - (1) Title of each class of securities to which transaction applies:
 - (2) Aggregate number of securities to which transaction applies:
 - (3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):
 - (4) Proposed maximum aggregate value of transactions:
 - (5) Total fee paid:

[] Fee paid previously with preliminary materials.

- [] Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.
 - (1) Amount Previously Paid:
 - (2) Form, Schedule or Registration Statement No.:

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(3) Filing Party:

(4) Date Filed:

TO ALL WILLAMETTE SHAREHOLDERS:

BREAK THE LOGJAM
ELECT THE WEYERHAEUSER NOMINEES

Weyerhaeuser has repeatedly stated that if Willamette is prepared to negotiate a definitive merger agreement promptly, Weyerhaeuser is willing to increase its offer above \$50 per share. Weyerhaeuser believes that, by refusing to negotiate an increased price, the Willamette board and management have made it crystal clear that the company is simply not for sale at any price. THOUGH WILLAMETTE RECENTLY HAS PUBLICLY SUGGESTED THEY MIGHT CONSIDER A HIGHER OFFER, ON JUNE 2, 2001, DUANE MCDUGALL, PRESIDENT AND CEO OF WILLAMETTE SAID, "WE AREN'T FISHING FOR ANYTHING HIGHER." "WE WOULD PREFER WEYERHAEUSER WOULD JUST GO AWAY." (1)

The only way to break this logjam is to elect the Weyerhaeuser nominees at Willamette's June 7th Annual Meeting.

"EVEN WITHOUT THE ISS ANNOUNCEMENT, WE THINK MOST NONALIGNED WILLAMETTE SHAREHOLDERS WOULD HAVE VOTED THE WEYERHAEUSER SLATE IN ORDER TO KEEP THEIR OPTIONS OPEN. IN THE MIDST OF A GLOBAL ECONOMIC SLOWDOWN, WHY WOULDN'T YOU WANT UPSIDE OPTIONS BEYOND THE CYCLE?"

FIRST CALL, Deutsche Banc Alex. Brown Inc.: Mark Wilde, 5.24.01*

"WE BELIEVE THAT WILLAMETTE INVESTORS SHOULD VOTE FOR THE WEYERHAEUSER SLATE OF DIRECTORS. IN DOING SO, THEY WILL PRESERVE THE POTENTIAL FOR A HIGHER OFFER PRICE AND AN EVENTUAL DEAL. WE DO NOT BELIEVE THAT WILLAMETTE HAS PRESENTED A CREDIBLE ALTERNATIVE TO THE WEYERHAEUSER PLAN."

FIRST CALL, Credit Suisse First Boston: Mark Connelly, 5.21.01*

"METRICS ASIDE, IT IS WILLAMETTE'S STONEWALLING THAT HAS KEPT WEYERHAEUSER FROM IMPROVING ITS BID."

"WE BELIEVE [WILLAMETTE'S] MANAGEMENT HAS MADE ITS POSITION ABUNDANTLY CLEAR: IT IS SIMPLY NOT INTERESTED IN SELLING. BUT IN REMAINING UNYIELDING TOWARDS NEGOTIATING WITH WEYERHAEUSER, WILLAMETTE HAS SHOWN A HIGH DEGREE OF DISREGARD FOR THE WISHES OF ITS OWN SHAREHOLDERS, AS EXPRESSED IN THEIR RESPONSE TO THE TENDER OFFER."

"IN THE FACE OF THE COMPANY'S TAKEOVER DEFENSES, WE BELIEVE THAT SHAREHOLDERS DESIROUS OF OBTAINING ANY DEAL--BE IT WITH WEYERHAEUSER OR ANOTHER PARTY--HAVE NO OTHER RECOURSE THAN TO ELECT THE WEYERHAEUSER NOMINEES."

Institutional Shareholder Services, 5.22.01*

"WE DO BELIEVE, HOWEVER, THAT THE WILLAMETTE BOARD APPEARS TO HAVE LOST SIGHT OF THE FIDUCIARY RESPONSIBILITY IT OWES

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TO ITS SHAREHOLDERS AND, FOR THAT REASON, ITS CREDIBILITY AS WELL."

"MANAGEMENT HAS CONSISTENTLY REFUSED TO NEGOTIATE WITH WEYERHAEUSER, HAS NOT GIVEN ANY INDICATION OF A PRICE IT MIGHT ACCEPT, AND HAS NOT LOOKED FOR OTHER BUYERS. INSTEAD, THE BOARD'S STRATEGY SEEMS TO BE CONCENTRATED UPON ITS OWN SURVIVAL."

"WE RECOMMEND THAT SHAREHOLDERS VOTE FOR THE WEYERHAEUSER NOMINEES ON THE GOLD PROXY BALLOT."

Proxy Monitor, 5.24.01*

IF THE WEYERHAEUSER NOMINEES ARE NOT ELECTED
WE WILL WITHDRAW OUR OFFER

Weyerhaeuser believes that the only way to facilitate a transaction between Weyerhaeuser and Willamette is to elect the Weyerhaeuser nominees to Willamette's board. If the Weyerhaeuser slate is elected at the June 7th meeting and Willamette continues to refuse to negotiate, we intend to nominate a slate of directors for election at Willamette's 2002 Annual Meeting. HOWEVER, IF THE WEYERHAEUSER NOMINEES ARE NOT ELECTED ON JUNE 7TH, WE WILL WITHDRAW OUR OFFER, SINCE IT WILL TAKE AT LEAST TWO MORE YEARS, UNTIL THE 2003 ANNUAL MEETING, TO EFFECT A TRANSACTION NOT APPROVED BY THE CURRENT WILLAMETTE BOARD.

VOTE GOLD NOW TO TAKE CONTROL OF YOUR INVESTMENT

[Weyerhaeuser Company logo]

Time is short! Please call our proxy solicitor, INNISFREE M&A INCORPORATED, at 1-877-750-5838 (toll-free) for assistance in the last minute voting of your shares FOR the Weyerhaeuser nominees.

Company Holdings, Inc. ("CHI"), a wholly owned subsidiary of Weyerhaeuser Company, has commenced a tender offer for all the outstanding shares of common stock of Willamette Industries, Inc. at \$50.00 per share, net to the seller in cash, without interest. The offer currently is scheduled to expire at 12:00 midnight, New York City time, on Thursday, June 7, 2001. CHI may extend the offer. If the offer is extended, CHI will notify the depository for the offer and issue a press release announcing the extension on or before 9:00 a.m. New York City time on the first business day following the date the offer was scheduled to expire.

(1) Associated Press, 6.2.01

* PERMISSION TO USE QUOTATIONS NEITHER SOUGHT NOR OBTAINED June 5, 2001

MERGER WOULD YIELD STRONGER, MORE COMPETITIVE COMPANY

By Steven R. Rogel

Oregon's leadership role in the forest-products industry began in 1902

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when Weyerhaeuser bought several thousand acres of timberlands near Coos Bay. A few years later, Willamette Industries commenced operations.

That leadership position has resulted in jobs, support for Oregon's educational system, civic pride and enhanced environmental practices.

But the world has changed since Weyerhaeuser and Willamette put down Oregon roots nearly 100 years ago. The competitive landscape of our industry has changed dramatically--certain trends are emerging, and as a result, the industry is becoming more global.

In today's competitive market, forest-products companies require critical mass and an international presence to thrive. As a result of these shifting dynamics, smaller players are increasingly becoming relegated to regional markets.

It is my belief that forest-products companies that fail to recognize these fundamental changes are jeopardizing the future of those companies and the employees who depend on them for a living.

Combining Weyerhaeuser and Willamette will create a stronger company that can provide employees with greater opportunities. The resulting combination will be a global leader in our industry, headquartered in the Pacific Northwest.

Recently, our industry's changing market conditions have resulted in European companies acquiring North American firms. While many of these companies are well-respected competitors, only a firm that grew up right here in the Northwest can truly understand and support what is important to the citizens of Oregon. You expect and deserve companies to operate according to the highest safety, ethical and environmental standards and to be active members of the Oregon community.

Having operated in Oregon for nearly a century, Weyerhaeuser understands these expectations, and we've lived up to your high standards. In the past five years, the Weyerhaeuser Company Foundation has donated millions of dollars to charities throughout Oregon to meet community needs in the areas of education, youth development, human services, the arts and the environment.

Just this past year, our Cottage Grove operations received SOLV's top citizenship award for our employees' volunteer work in tutoring students. The Oregon Department of Forestry and the Department of Fish and Wildlife also have recognized us for our fish and wildlife stewardship efforts.

Our Northwest ties also have resulted in a close working relationship with leading educational institutions such as the University of Oregon and Oregon State University.

As one of the few companies in our industry that continues to conduct basic research, we work beside professors and students in Oregon to discover new ways to meet society's needs for forest products while protecting important natural resources. Such cooperative approaches have lead to innovative measures to protect salmon spawning grounds and the habitat of other Northwest wildlife.

Another example of our deep Oregon roots is the fact that many of our senior executives have had extensive operating experience in Oregon and that more than 6,000 current and former employees live in the state.

Weyerhaeuser is proud of its Oregon heritage. We look forward to taking the steps that we believe are necessary to ensure the state retains its leadership position in our industry. At Weyerhaeuser, the future is growing

and we want Oregon to be an even bigger part of that growth.