

## Made in the Mid-Willamette Valley: ABC Window Cleaners and Building Maintenance

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Company name: ABC Window Cleaners and Building Maintenance LLC

Mail address: 3144 22nd St. SE Salem, OR 97302

Phone: (503) 363-4457

Website: [www.abcwindowsor.com](http://www.abcwindowsor.com)

Business description: Full service cleaning, both commercial and residential. Window cleaning, pressure washing, carpet cleaning and hard floor maintenance, roof and gutter cleaning.

Employees: About 23

Business specialties: Janitorial cleaning. If it needs to be cleaned make us your first call!

Business history: ABC Window Cleaners and Building Maintenance LLC has been serving Salem and the Willamette Valley since 1936. (We still have the original phone number after 70 years. The phone company just keeps adding prefixes.

Originally started by Dale Stanley as "Professional Cleaning Service" he sold the business in 1946 to his brother Frank. Frank renamed the company "ABC Window Cleaners and Building Maintenance" mostly for a prime spot in the phone book and added the motto "Receive the Service you Deserve". In 1966, Frank sold the business to Wayne Moore, who ran the business for 23 years. In 1989 Ruby Crosley bought it and a year later sold it to Bill and Dolly Hewitt who ran the business for the past 13 years. Todd S. Londin purchased this long established business in 2003.

What is biggest advantage of doing business in the Mid-Willamette Valley: We are all part of a very large family. We hire local people to serve local people and businesses. Many of our customers have been with the company for 30-40 years and some are 2nd generation accounts.

Essential business philosophy: Treat everyone with respect, provide uncompromising service, and give back to the community that provides the opportunity to do business. Hire great people.

Best way to stay competitive: Never provide a lesser service, just to get the dollars. Customers want great service, and at some point the people that provide less service for less money, won't be around.



SEDCOR, the lead economic development agency for Marion and Polk counties, is pleased to offer you a glimpse of the multitude of products and services being manufactured and provided by local area companies. SEDCOR's membership is composed of more than 500 business and community leaders who support our mission to enhance and diversify the economy of the Mid-Willamette Valley.

What is most challenging in work: Finding the best employees.

Best business decision: NOT having a partner, but having great business friends and getting good advice.

Toughest business decision: Finally stepping out on my own!

What trends do you see happening in your industry: Unfortunately the economy is forcing people to do what ever they can to make a living, Many good mechanics, computer technicians, cleaners, go into business, to earn a living that have never run a company. They really have no idea what it takes. Many don't have insurance, don't know about the taxes, regulations, or buy into barely legal franchises. This always hurts the very legitimate small business, with deep under cutting of prices, just to get work.

Company affiliations: We are Procter and Gamble Commercial Floor Care Technical Service Representatives for Oregon and SW Washington.

Major clients: CD Redding, Pence Kelly, Capital City Glass, City of Salem, Salem Center Mall, Creekside Golf Club, Bentley's Grill and The Grand Hotel, Safeway, First Commercial Properties and Gladys Blum Real Estate.

For additional information contact SEDCOR at 503-584-7303 or e-mail [sappleby@sedcor.com](mailto:sappleby@sedcor.com).