

Made in the Mid-Willamette Valley

June 6, 2010

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.

Company Name: Pacific Building Systems

Contact: Rob Prince, President

Address: 2100 N Pacific Hwy, Woodburn, OR 97071

Phone: (800) 727-7844

Website: www.pbsbuildings.com

Business Description: We design and manufacture pre-engineered steel building kits.

Employees: 50

Business Specialities: Manufacture of clearspan steel buildings for agriculture, schools, churches auditoriums, riding arenas, airplane hangars, as well as commercial and industrial buildings

Business History: Started business in 1962 and have manufactured close to 10,000 buildings.

What is biggest advantage of doing business in the Mid-Willamette Valley: Our business is very family oriented and we love living and working in the Willamette Valley. The mild weather, affordable living conditions and outdoor recreational opportunities are great features of the area.

Essential Business Philosophy: Treat people with respect and consideration, provide a high-quality product at a reasonable price, and give the best customer service of any company in our industry.

Best Way to Stay Competitive: Treat customers well, and they will come back to you again and again!

What is most Challenging in Work: Helping customers get financing for their construction project.

Best Business Decision: To purchase our own purlin mill last year and build a 17,000 square foot building in Hubbard to house it. The mill produces the secondary structural components for the pre-engineered steel building market.

Toughest Business Decision: To purchase a purlin mill during a slow economy.

What Trends do you see Happening in your Industry: Many of our national competitors are consolidating, and shipping parts from all over the nation, as well as shipping from Mexico. As the economy remains slow, the big corporations are really struggling to cut costs. Since we are just a regional manufacturer, we are continuing to do what we do best . . . give our customers excellent service coupled with excellent product!

Company Affiliations: The Purlin Mill, LLC

Major Clients: Les Schwab Tire Stores, Landmark Pacific, Haworth Construction, Ray Hayes Construction and Coleman Farms

For additional information contact SEDCOR at (503) 584-7303 or email sappleby@sedcor.com.