

Made in the Mid-Willamette Valley: Westview Products, Inc.

June 20, 2010

Company name: Westview Products, Inc.

Address: 1350 SE Shelton St., Dallas, OR 97338

Phone: (503) 623-5174

Website: www.westviewproducts.com

Business description: Westview Products, Inc., designs, fabricates and installs sunrooms, monumental skylights, and window walls in both commercial and residential applications.

Employees: 16

Business specialties: Energy efficient glazing products, custom designs.

Business history: Westview Products was formed in 1982 and has been engaged in custom glazing projects primarily in the Northwest since that time. There are Westview installations throughout the continental United States, as well as Alaska, Hawaii and Japan. The Westview system is one of few in the United States that utilizes a glue-laminated beam for the structural component.

Biggest advantage of doing business in the Mid-Willamette Valley: Proximity to major population areas of the state and good access to quality vendors and sub-contractors to facilitate business execution.

Essential business philosophy: Determine the need and meet it with integrity in a timely manner. Westview listens to our customer's needs and respond by designing for beauty, security, and comfort in its product offerings.

Best way to stay competitive: Maintain strong oversight on all expenses.

What is most challenging in work: Keeping up-to-date on more stringent code requirements in the construction trades.

Best business decision: Moving to our current location in 1993 — larger facility, better situated for growth and business efficiencies.

Toughest business decision: Shutting down the auxiliary furniture division in 2007, due to foreign competition.

Trends in our industry: Stricter code requirements for engineering issues and energy efficiency.



Special to the Statesman Journal

Westview Products designs, fabricates and installs sunrooms, monumental skylights and window walls in both commercial and residential applications.

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.

Client demand for "green" products is increasing.

Company affiliations: National Sunroom Association, National Homebuilders Association, National Association of the Remodeling Industry, Oregon Remodelers Association, Certification for Forest Stewardship Council Chain of Custody—Registration Code SW-COC-003915, SEDCOR, Dallas Area Chamber of Commerce.

Major clients: Repeat work for several architects, builders, and even homeowners who sell their existing home with a Westview unit and secure one for their newest home.

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