

Made in the Mid-Willamette Valley: Climax Portable Machine Tools

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Company Name: Climax Portable Machine Tools Inc.

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Business Description: Every day Climax advances the state of the art in powerful, precise, on-site machining. Customers with the most mission-critical, highest-tolerance machining tasks come to us for the tools and solutions to achieve new levels of efficiency and profitability. Many of the largest companies on earth rely on us to solve the most complicated and challenging machining jobs imaginable.

Employees: Newberg World Headquarters: 135; Germany European Headquarters: 10

Business Specialities: Climax specializes in the creation and innovation of portable machine tools that provide advanced solutions to problems. Climax also specializes in innovative engineering consulting and product training.

Business History: Climax was established in 1966 by Leroy Benham. He ran the company until 1997, when it was sold to Team Industrial Services. At the same time Geoff Gilmore was hired as president and CEO, and has held that position since. In 2005, Climax was sold to private investors and has continued to exhibit a strong growth in sales and profits. For nearly 50 years, Climax has been innovating portable machining technology.

What is the biggest advantage of doing business in the Mid-Willamette Valley: The biggest advantage of doing business in the Mid-Willamette Valley is the availability of a highly skilled workforce. Oregon State University has a superb



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SEDCOR

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.

engineering program, and Climax has hired many talented OSU engineers. Oregon State and Climax's cooperation and participation in the OSU MECOP (Multiple Engineering Cooperative Program) also is of great value to Climax.

Essential Business Philosophy: Our philosophy at Climax is to place our customers first, operate with honesty and integrity, deliver on our commitments, value our people and improve continuously. In addition, our mission is to advance our world's industries by providing immediate, powerful and precise, portable machining solutions worldwide.

Best Way to Stay Competitive: In order to stay competitive, Climax is constantly innovating products and offering options that allow for greater efficiency and productivity. Climax also is dedicated to providing excellent customer service and maintaining close relationships with business partners and clients. In the portable machine industry services such as 24-hour live assistance, as well as the highly effective Portable Machine Training Institute are unique to Climax.

What is most Challenging in Work: In the portable machining industry, it is a constant challenge to make sure that customers understand what we create and build and are fully aware of our corporate capabilities and everything we have to offer. Climax does so much more than produce machines.

Best Business Decision: Climax made the decision to focus on specific business segments and dedicate more resources to those segments as opposed to a broad-based market focus. Our world-wide focus is on power generation, ship building, mining, infrastructure and heavy construction.

Toughest Business Decision: When making the decision to focus on business segments and incorporate a "strategic business unit" strategy, many within the company felt that it wouldn't work and that it would hinder growth. Ultimately, however, sales grew by 300 percent in seven years.

What trends do you see happening in your Industry: In the portable machine tool industry, there is continual growth in the power generation sector of the industry, as well as a current shift moving towards environmentally friendly alternatives in power generation such as wind power. In addition, in the present economy, there has been a push to make processes more efficient in order to save time and money. Spending the money to repair equipment versus building new equipment is becoming the norm. For example, over the past five years Climax specialized portable machine tools have allowed the world-wide power generation industry to generate enough incremental electricity to power of 5,000,000 additional homes

without building a new plant. Lastly the demand for portable machine tools in Asia, as well as other parts of the world is steadily increasing.

Company Affiliations:

NW and Mid-Willamette High Performance Enterprise Consortium (HPEC)

Mid-Willamette Metals Consortium

American Association of Manufacturing Excellence (AME)

Oregon Governors Innovation Council

Major Clients:

Alstom Power

Babcock & Wilcox

Bechtel

Caterpillar

General Dynamics

General Electric

Hitachi Canadian Industries

Hyundai Heavy Industries

Komatsu

Northrop Grumman

Ontario Power Generation

Siemens

Taiwan Power

Tennessee Valley Authority

Toshiba

U.S Army Corps of Engineers

U.S Bureau of Reclamation

U.S. Navy

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