

## Made in the Mid-Willamette Valley: Marquis Spas

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Company Name: Marquis Spas

Contact: Maddie Blunck

Address: Headquarters at 596 Hoffman Road, Independence.  
Closest retail store at 3966 Silverton Road NE, Salem.

Phone: Headquarters (503) 838-0888, Salem retail store (503) 584-7677

Website: [www.marquisspas.com](http://www.marquisspas.com) and  
[www.discovermarquisspas.com](http://www.discovermarquisspas.com)

**Business Description:** Marquis Spas, an Independence-based employee-owned company, is celebrating 30 years of manufacturing premium portable hot tubs. The company distributes its products in the U.S., Canada and Europe via an extensive dealer network. Marquis Spas also has a retail division with stores in Salem and Beaverton, as well as Camarillo, Calif.

Employees: 125

**Business Specialities:** Manufacturer of portable hot tubs, steps and various other hot tub related accessories.

**Business History:** Marquis' story started in 1980 when three men in Independence decided to build hot tubs. One of them was a farmer so they started with a small hot tub assembly operation in his barn. From that humble beginning, Marquis Spas has grown to become an international company with a distribution network that spans the U.S., Canada and Europe.

In 1980 Marquis Spas was known as Pacific Spas. The company had extended family members and close friends as primary employees. In 1984 the name changed to Pacific Marquis. A year later, in 1985, Wexco Inc., a then privately owned corporation, acquired Pacific Marquis. A couple of years after that acquisition, the name was changed to Marquis Spas and the company experienced rapid growth with the development of a dealer network. In 1999, Marquis Spas became employee-owned. Pride of ownership is taken very seriously and has led to a very high level of product quality and reliability.

**What is biggest advantage of doing business in the Mid-Willamette Valley:** There's a good pool of skilled manufacturing people in this area. We also have lower operating costs here than if we were in a major metropolitan area. In addition, the Mid-Willamette Valley provides a good quality of life for our employee-owners.



**Special to the Statesman Journal**  
Marquis Spas manufactures premium portable hot tubs.

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.

Essential Business Philosophy: Built by owners, for owners. It means we will provide consumers with a product we would love to have ourselves. We treat others the way we would want to be treated.

Best Way to Stay Competitive: Build quality products and provide excellent customer service. Monitor what's going on in the industry and in the marketplace and adjust the product offering if needed. For example, we launched price-point units to assist our dealers during the recession. Those hot tubs still provide the core features customers are looking for, but at a lower price point.

What is most Challenging in Work: Addressing market competition and selling a luxury (non-essential) product.

Best Business Decision: Expanding our dealer network into Canada and overseas. Our market expansion has not only increased our business, but it has also reduced the risk of economic fluctuations from any single market. Partnering with the Make-A-Wish Foundation is one of those "feel good" business decisions that our employee-owners are proud of.

Toughest Business Decision: Downsizing our business in 2007 and 2008 to reflect slowdowns in the spa industry and overall economy.

What trends do you see Happening in your Industry: The pool and spa industry is picking up steam again and manufacturers are slowly ramping up production. There continues to be a large market for good, quality products with all the bells and whistles at a mid-level price.

Company Affiliations: SEDCOR, Association of Pool & Spa Professionals, Make-A-Wish Foundation (Preferred provider for hot tub wishes for the Make-A-Wish Foundation of America and the Make-A-Wish Foundation of Canada.) This year, Marquis is celebrating the 10th anniversary of the sponsorship with the Make-A-Wish Foundation of America. The sponsorship has helped more than 400 children with life-threatening medical conditions.

Major Clients: Distributors and dealers from all over the United States, Canada and Europe.

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