

Allan Block

Always Better Wall of Fame

October 2017



Mike Weston

Oregon Block and Paver

Prineville, OR

We are proud to have Mike Weston become part of the Allan Block Wall of Fame, Class of 2017. Mike started working at his parents block plant in 1994. Within a few years after starting he was calling to see how he could become an Allan Block producer. At the time, Central Oregon Brick and Block only was running a Model 22 Columbia Machine and was not able to run the full Allan Block product line. Mike heard the message loud and clear that he needed a three at a time machine so they upgraded and in late 1998 they signed on as a Producing Partner with Allan Block. Their company is truly a family operation, now owned by Mike and his brother John and doing business under the new banner Oregon Block and Paver. When the Weston family first became part of the Allan Block family they all came to MN to attend an ABU. You would not classify it as a vacation as surely there was snow on the ground and it was below freezing during their time in MN. From the beginning, Mike demonstrated his need to question everything. At one point during the class his wife Tracy said, "Mike, I think you need to listen more. I agree with what they are telling us we need to do and I think they have been at this a lot longer than we have since we really are just getting started." It is because of Mike's constant need to know and figure out how to get better that Oregon Block and Paver has thrive with Allan Block and with servicing their market. As with most family businesses Mike wears many hats. A better way to describe what Mike does is to try and describe what he does not do. Can Mike run the plant? Yes. Can Mike help a contractor in the field? Yes. Can Mike teach an AB Contractor Certification Class? Yes. Can Mike conduct an SRW Engineering Presentation? Yes. Can Mike teach an engineer how to design a wall using AB Walls? Yes. Can Mike help a Dealer set up a successful Go To Market Strategy? Yes. In short, a tough act to follow.

On top of all these skills Mike moved his oldest son, Tanner, to Portland at the end of 2014 and has been coaching him daily on how he can be successful. When Mike was in charge of selling in Portland, OR and Vancouver, WA you would always find him on the AB Leader board. Expectations were set for Tanner to follow in his father's footsteps and Tanner walked away with a pile of awards in both 2015 in the Rookie League and in 2016 in the Major League. Tanner's success is a direct reflection of not only his hard work and dedication, but of the expectations, help, and guidance that Mike provides Tanner on a daily basis.

Mike was asked a couple of questions to allow us to have insight into how he guided his company to the success that they have seen with Allan Block. When asked what his biggest challenge was, he replied, "Having the patience and perseverance to build the market was very hard. When we started it seemed like there were so many things to do, but I had to have faith that following the recipe Allan Block was suggesting would work." There are few companies that can boast that their sales levels exceed what they were before the recession took hold ten years ago, but Oregon Block is one of those companies.

Mike also responded to what has been the most rewarding part of the last almost 20 years of producing and selling Allan Block. In keeping with his being involved with all aspects of the business, his answer covered all bases as well. "Well I love to see the success of the projects we have done, the reputation we have been able to build in the market, the relationships that we have built with the customers we work with, and our plant. John

and I were talking about how far the plant has come since we have been in the Allan Block business. We were laughing that it was like we restored an old antique car and we just cannot stop putting more chrome on it.”

Well as a result of Mike’s dedication and keeping the faith, Oregon Block not only has a super charged plant, they have a supercharged business. They know what the needs of the customers are and they deliver to those needs.

On top of all the successes in his market, Mike has been a great partner to Allan Block. Working with producers all over the world to answer questions and help explain what has made their business successful. He has also been one of the first in on any new product from Allan Block, buying the molds and finding ways to bring new products to market. Mike commented that one of the best parts of working with Allan Block is that they always have something new to bring the customer. From products, to estimating tools, to marketing materials, to training opportunities.

Mike, on behalf of everyone at Allan Block, thank you for your hard work and dedication to Allan Block, thank you for your partnership with us and most importantly thank you for your friendship. Working with people like Mike makes our path to *Always Better* a lot easier.

