

LITTAU HARVESTER, INC
SALEM, OREGON



Company name and brief history:

Littau Harvester, Inc., is an Oregon company founded by Eugene and Marie Littau and incorporated in 1974. Development and production was initially done in the Littau's barn. The first harvesters required a farm tractor to pull and operate. Production grew steadily through 2000, when employee Norm Johnson purchased the company. At that time, the company had grown to operate out of an 18,000 sf manufacturing building. Under Mr. Johnson's leadership, the company now has 200,000 sf of manufacturing space.

Describe what your company does:

Littau Harvester's primary business is to manufacture, sell and/or lease harvesting and processing equipment for the cane berry industry.

Describe your product or service lines:

Products include three types of berry harvesters, mobile platforms, sprayers, cane choppers, sawdust spreaders and cannery cleaners.

Who are your customers, and where are they located geographically?

Customers include farmers, fruit processors and custom produce harvesters. We sell primarily in the U.S., Canada

and South America where the industry has automated and mechanized. We have also sold equipment in the UK and New Zealand.

If your market has changed in the last five years, how has it impacted you?

With labor shortages worldwide and the need to control labor costs, we have seen an increase in domestic and foreign sales. We have also seen different types of farmed crops experimenting with our products. This is creating growth opportunities and related challenges.

How many people do you employ within Marion, Polk and Yamhill Counties?

We employ 85 people.

What type of training your workers need, and where do you go for that training?

Our employee base includes office staff, engineers, machinists, welders, assembly personnel and truck drivers. We try to hire personnel with basic office and other experience such as drafting, welding and driving and then train them internally.

What types of companies in the region are in your supply chain?

We purchase metals, plastics, machining supplies, welding supplies, hydraulic components, and engines primarily from Northwest based companies.

What differentiates the Mid-Willamette Valley as a profitable place to do business?

The Mid-Willamette Valley is strategically located between our Southern and Northern customer base. It has a reasonable base of skilled laborers with a desire to be manufacturers.