

**CONSUMER
CHOICE AWARD
2018
VANCOUVER**

VANCOUVER CONSUMERS MEET WITH... JOHN HUTTON *from* WESTCOAST MOULDING & MILLWORK LTD.

Westcoast Moulding & Millwork Ltd. is a five-year Consumer Choice Award winner in the category of Carpentry - Millwork, in the region of Vancouver. The company has been in business since 1990 and is Vancouver's leader in finishing materials for homes, offices and commercial buildings.



CONTACT INFORMATION:

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WHAT DOES IT MEAN FOR YOUR COMPANY TO BE VOTED BY CONSUMERS AS YOUR CITY'S BEST? It is an endorsement from consumers that speaks to the quality of our products and the workmanship that goes into everything we do from custom millwork products to handcrafted interior wood staircases.

WHAT IS IT ABOUT YOUR COMPANY YOU FEEL SETS YOU APART FROM YOUR COMPETITORS? First of all, it is our employees - dedicated people who excel at their work each and every day. Most of them have been with us for decades and what comes with that is vast knowledge and experience. Secondly, it is our extensive mix of quality products and services that are ideal for homes, offices and commercial buildings.

HOW WILL WINNING THIS AWARD AFFECT THE WORK YOU DO MOVING FORWARD? It reinforces that we want to be on the cutting edge of product design by being innovative, and we want to continue to strive to remain a leader in the marketplace.

WHAT IS THE BIGGEST RISK YOU HAVE EVER TAKEN IN BUSINESS? There is always risk when you expand and we did so by adding a Stair Division and a Door Division. Another risk, that comes to mind is in 2008/9 when there was a downturn in the economy that greatly affected our industry. I made a conscious decision that we weren't going to lose our employees, and as a collective group found ways to save money in all aspects of our company and as a result we were able to maintain our staffing levels.

BUSINESSWISE, WHAT IS YOUR NEXT BIG STEP? Going to the next level, the plan is to design, develop and manufacture our own exclusive line of interior finishing wood products.

GETTING TO KNOW JOHN HUTTON

MY BUSINESS MOTTO IS...

"If I can't accept it - our customer can't accept it."

WHAT I LIKE MOST ABOUT MY JOB IS...

Decorative architectural elements designed and manufactured by us and seeing them in fine homes & businesses in Vancouver & surrounding area.

MY BIGGEST SUCCESS IS...

Hearing from our consumers that our products and services are unlike any supplier in our area.

DURING MY SPARE TIME I LIKE TO...

Spend time with my family, restore vintage cars and golf.

IN MY IPOD YOU WILL FIND...

A variety - Classic Rock, Contemporary, some New Age and a bit of Country.