

OREGON BALLISTIC LABORATORIES SALEM, OREGON



Company name and brief history:

Oregon Ballistic Laboratories, LLC was formed in 2004. However, we have been engaged in research, development and testing activities for over 20 years in Salem.

Describe what your company does:

We are a National Institute for Justice (NIJ) certified laboratory, one of only five in the United States and the only one west of Kansas. The certification includes ISO 17025 and allows us to perform testing to a wide range of ballistic and blast standards.

Describe your product or service lines:

Our three main service lines are ballistic, blast, and Forced Entry (a US Department of State specification) testing. We are somewhat unique for a ballistics lab as we have in-house capabilities for design, engineering and fabrication.

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

We are truly an international service company. Approximately half of our customers are foreign, representing a couple dozen countries. Most customers are from the private sector, doing business with US Governmental Agencies and their foreign counterparts.

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

We are seeing a proliferation of companies entering the soft (body) armor market. The amount of large-scale,

extreme loading (think of big bombs, hurricanes and earthquakes) testing of building structures has also increased in the past five years.

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

We employ approximately 12 full-time people, all of whom are based at our labs in Salem.

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

Ballistics testing is a very precise and scientific undertaking. There is no "school" for this specialized work, so nearly all of our training is done on-the-job. We typically hire entry-level technicians who then move up as the company grows.

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

Oregon Ballistic Laboratories purchases goods and services from a wide variety of local businesses to include large amounts of concrete, steel and rebar to build blast testing fixtures and test articles themselves. We also keep UPS and FEDEX hopping with all of the (typically very heavy) test items coming in and going out on a daily basis.

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

This is an ideal place to do business. Many customers come from across the country and from around the world to witness the testing. All appreciate the friendly people, mild climate and local attractions. We have a multi-year contract to test body armor for the NYPD. Rumor has it an actual fight occurred, between officers, as to who would get to go to Oregon to witness their testing!