

Seal Beach-based sensors firm DTS expands into bigger building

By Andrew Edwards, Press-Telegram
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SEAL BEACH >> DTS, a technology firm that, as such stories often go, traces its origin to a garage, has grown over the last two decades, and this week celebrated its arrival to a more spacious home in north Seal Beach. The company produces specialized sensors employed by customers including the Army, General Motors and Boeing for equipment safety tests and other applications.

Growth has led the roughly 70 people who work for DTS to a new industrial park, where engineers and assembly employees design and produce equipment that, when connected to a vehicle, crash-test dummy or even a cadaver, collects data that can be then put to use for safety evaluations.

“We make high-rate shock recorders for a variety of testing, a lot of it to do with human injury,” company and co-founder Steve Pruitt said.

Data recorders can be made to withstand extremely powerful explosions and shocks, he said.

“We do a lot of blast work,” Pruitt said.

DTS, the acronym stands for Diversified Technical Solutions, started in 1990 when Pruitt and co-founders Mike Beckage and Tim Kippen founded the company in a loft above a friend’s garage. DTS became a full-time gig for the trio in 1995 when they set up shop in downtown Seal Beach, where the firm’s offices ultimately took up 8,000 square feet of space. Now, DTS occupies a 50,000-square-foot facility near Boeing’s complex in Seal Beach.

A ribbon-cutting event, or rather, a bottle-smashing event, was scheduled for Thursday night, when the company planned to show its offices to dignitaries. The company also planned to demonstrate its sensors to visitors by showing how a DTS device could record data collected by smashing a champagne bottle.

Although the event was set for this week, DTS has been at the location since October.

DTS scored a spot on Inc magazine’s “Inc. 5000” list of the United State’s 5,000 fastest growing companies in 2012. It ranked in the publication’s 2,492nd spot, thanks to 97 percent revenue growth from 2008 through 2011. DTS had income of \$19.1 million in 2011, according to Inc.

Pruitt declined to share recent revenue figures but did say the company invests 35 percent of its income into research and development and that the Army has been among the company’s key clients. DTS has

sold the Army some 45,000 sensors that can be attached to the interior of a soldier's helmet.

If a soldier survives a physical shock that may cause a head injury, the technology can produce data informing commanders as to whether the soldier may need more time to recover from an injury that may have otherwise gone unnoticed, Pruitt said.

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