Streaking sales push company to expand

Electrical Geodesics Inc. leases more space and expands its research and development operations

A small Eugene company that specializes in brain-wave technology is doubling its space as demand for its products grows.

"Last year was a tremendous year for us," said Ann Bunnenberg, president of Electrical Geodesics Inc.

A private company, EGI does not disclose profit figures. But Bunnenberg said sales rose 63 percent in 2005 from all sources, including sales, totalling $7 million.

Demand for the company's products is growing so rapidly that EGI has leased 8,000 square feet of space at the Chad Drive headquarters of media company Chambers Communications Corp. EGI will move its production facilities there, while expanding its research and development operations at its headquarters in Riverfront Research Park.

The company was founded in Eugene in 1992, using technology developed at the University of Oregon.

The company has been growing at a cumulative rate of about 30 to 35 percent over the last couple of years. The staff has gone from about 30 in 2002 to about 45 currently. Bunnenberg said the company likely will staff by 10 to 20 percent with the latest expansion.

Bunnenberg describes the company's core technology as "a very sophisticated version" of the type of machine that a hospital uses to measure brain waves after someone has a stroke, for example. "It's like cars - a VW and a Ferrari are both cars, but they're remarkably different in performance. We're definitely in the Ferrari class."

"Our core market has historically been (researchers looking at) the functioning of the brain, how premature to the demented elderly, and everything in between," she said. This has continued to be a strong and growing market for EGI, which ships to researchers around the world, she said.

But the company also is getting increasingly strong interest from doctors who use its products to help treat strokes or epilepsy. "You can get much more information about how seizures are occurring."

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