

## Expansion to offer 90 jobs

Garmin plans to spend \$9 million on its project at airport

**MICHAEL ROSE**

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Salem will land some high-paying engineering and technology jobs because of Garmin International's decision to expand its local aviation-products subsidiary.

Garmin AT plans to spend about \$9 million to expand its office building and hangar at the Salem airport.

Garmin, which produces navigation and communication equipment for general-aviation customers at its Salem site, also said that it will increase its local work force by 90 employees within four years.

The company employs 165 people in Salem.

As one of the few local high-tech companies that has grown in recent years, Garmin's plans have elated economic-development officials. The 90 new Garmin workers will be paid an estimated \$9 million in annual wages plus \$4 million in benefits, state officials said.

"This is a very exciting confirmation of the pro-business attitude in Salem," Salem Mayor Janet Taylor said. Garmin's expansion should help the city's efforts to recruit more companies with stable, family-wage jobs, she said.

Salem hasn't had a significant expansion in high-tech jobs since silicon-wafer-maker SUMCO reached its peak employment in 2000.

About \$1 million in incentives from state, federal, and local sources -- including work-force training funds, equipment purchases, road improvements and enterprise-zone tax abatements -- have helped move the project forward.

"Garmin AT has been a strong economic and community partner for the state of Oregon, and I am pleased to see their expansion in the Salem area," Gov. Ted Kulongoski said. "They are creating high-wage, skilled jobs for Oregonians."

John Macnab, Garmin AT's general manager, said space is getting tight at the company's building at 2345 Turner Road SE and at a nearby aircraft hangar, where it parks planes that are used for testing and certifying products.

The new construction includes:

- A 54,000-square-foot expansion that will more than double its office and engineering lab space. It will be completed in the second quarter of 2008.
- A 12,000-square-foot expansion of the hangar is expected to be completed by the end of 2006.

Three years ago, Garmin established a presence in Oregon when it bought UPS Aviation Technologies, a subsidiary of United Parcel Service that started in Salem. Garmin's and UPS Aviation Technologies' product lines were complementary. Publicly held Garmin also wanted to capitalize on technologies being developed by UPS.

The company's U.S. offices are in Olathe, Kan., south of Kansas City.

Macnab said that one reason for the expansion in Salem is the availability of engineers on the West Coast. He praised Oregon State University for turning out the innovative employees it needs.

"We have been fortunate to be close to Oregon State. They've been a good source of engineering talent for us," Macnab said.

Since the acquisition of UPS Aviation Technologies, about 70 percent of the people hired by Garmin AT have been Oregon residents, he said. Garmin has job openings in Salem for a software engineer, a design engineer, and an aircraft-systems and flight test engineer, according to the company's Web site.

More than half of the employees it plans to hire by December 2010 will be engineers, Macnab said. Manufacturing and administrative workers will comprise the remainder.

Garmin is a familiar name to hikers and hunters shopping for hand-held Global

### Job seekers

For information about employment with Garmin, go to [www.Garmin.com](http://www.Garmin.com) and click on employment.

Positioning System navigation devices. But consumer products, some selling for less than \$100 in discount stores, are only one example of Garmin's many products. The company's products also are found in cars, corporate jets and marine vessels.

Aviation navigation and communication products, which often sell for thousands of dollars, represent about 20 percent of the company's business. Garmin has experienced 15 years of consecutive growth, and in 2005 it posted revenue of just more than \$1 billion -- up 35 percent from 2004. Its net income for last year was just more than \$311 million.

Garmin is part of Garmin Ltd., which is incorporated in the Cayman Islands. Its principal subsidiaries are in the United States, Taiwan and the United Kingdom.

This is the company's second expansion in Salem. In 2004, Garmin expanded its hangar space and hired about 16 employees.

[mrose@StatesmanJournal.com](mailto:mrose@StatesmanJournal.com) or (503)399-6657

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