

We Are Doing Something Old!

I am Allan D. Bain, the CEO and original inventor of the Dragon Skin and Hexar technologies, my career started in 1988 in Sacramento as a new graduate from CSUS. The company was relocated in 1992 to Carlsbad, CA in San Diego County, which is when the company and the flexible rifle armor technology really began; although the scalar approach dominated and eventually expanded into flexible rifle armor in 1997, all the prior art started development in 1993.

This is when modern day flexible high threat armor began, and it has been my lifelong quest. The company grew and eclipsed 1,000,000 plus in sales by 1995 and Armor Technology Corp. became the company I always dreamed of, with technology no one else had. In October of 2000 we sold the company and assets including the DS patent to Pinnacle Armor.

This was probably a mistake, as I see corporations buying original inventor's technology or successful business concepts and then doing what I call "Corporatizing", and they are never as good as the original concept. This company that I have run for 10+ years has endured many issues, start-up growing pains, COVID, supply chain issues, and enhanced competition from China flooding the market with cheap inferior armor.

We have strived to manufacture and build the armor here, and in many cases over the years the entire product was sourced with American made materials as well. That's pretty hard to do when you have expert marketeers pushing cheap products from off shore or bringing the majority of materials in and then just managing assemblies together. The reason is simple, it allows them to make lots of money, meanwhile Wall Street and American businesses that engage in this practice have made China strong and have contributed to the erosion of our labor base. But it does not have to be that way and due to Tariffs against China now in effect, we have an opportunity to take advantage of that, and that opportunity is to go Retro on our business model. Back in the 1990's we did not have to deal with China or greedy middlemen marketeers, we had the main competitors we see today, Point Blank, Safariland, Second Chance, and to a minor degree US Armor, although they have grown a lot since then.

Like US Armor, we (Armor Technology Corp), had a very similar model, cost + a little and do volume. One of my conversations as a young man was with Steve Armellino himself, the CEO of US Armor, I questioned him on his 199.95 level II-A armor sold at Sam's club. I knew the pricing of the fabrics and how it was made, and I could not believe the price. I asked him, "how can you make any money doing that", as I estimated he was making maybe 25.00 dollars net after all expenses factored in? He told me something that helped make my then fledgling company

Armor Technology Corp successful. Steve said, "well what if you make 20,000 of these units per year? how much do you have on top of everything else you sell? And it clicked, and I adopted that model going forward, and Armor Technology Corp grew leaps and bounds, and eventually developed the world's first Flexible Rifle Armor.

Well as the CEO and decision maker for this company, I see that there is an opportunity right now with all the market forces in place, and that opportunity is to get back to the business model that always worked:

1. Make a Great Product and I believe we do based on the feedback we have received over the last ten years.
2. Deliver it fast, and that hasn't always been our strength, but we're getting better, and our goal is to manufacture and ship new orders in less than 30 days and then whittle that down to 7 - 10 business days.
3. Re-evaluate all our pricing on every product we produce here in the USA and use the 1990's business model to service new customers and old ones. We are also doing a referral program that puts cash in your pocket for bringing us a new customer!

We are staying factory direct and see the opportunity to kick China out of the market regardless if they negotiate a new trade deal. So, check out our changes at www.stealtharmorsystems.com and review our referral policy under the terms and condition statements at the bottom of the home page.

We are keen to expand this American entrepreneurial industry into the 21st century.

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