

MEDIA RELEASE

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SHOT Named a 2000 *Indiana Growth 100* awardee

GREENVILLE, Ind. (November 16, 2000) – The Johnson Center for Entrepreneurship and Innovation, part of Indiana University’s Kelly School of Business, recently recognized Indiana’s leading high-potential, high-growth companies at its 7th Annual Growth 100 Dinner and Awards Banquet at the Indiana Roof Ballroom in Indianapolis. Floyd County-based Space Hardware Optimization Technology, Inc., (SHOT) was among the winners.

“This award truly belongs to our employees, whose expertise and dedication have made us so successful,” said Mark Deuser, SHOT co-founder, president and CEO. “Because we’ve consistently delivered high quality, reliable equipment on schedule and within budget, we’ve earned a very good reputation within NASA. Agency officials know us to be a dependable developer of innovative space hardware.”

“We recognize these companies because they represent the entrepreneurial spirit of Indiana business,” said Johnson Center Director Elizabeth J. Gatewood, Ph.D. “This award validates all the hard work that’s been put into them. It’s an affirmation to a company’s employees and its customers that it is doing things right.”

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Rapid-growth, high-potential entrepreneurial Indiana companies with annual sales of at least \$1 million are eligible for the annual award. This year, 80 privately-owned companies were selected from nominations submitted from across the state. Awardees are identified through an analysis process that is based upon High Performance Organization research conducted by The Johnson Center.

This year's Growth 100 awardees have an average sales volume of \$8.8 million, with a growth rate averaging 58 percent. "These entrepreneurial companies have a strong impact on the state, not only economically but also through employment and community development," said Gatewood.

Founded in 1988, SHOT is an applied-technology company that provides engineering services and equipment to customers performing research both in space and in their ground-based laboratories. Most current contracts are with NASA. Hardware developed by SHOT has been launched on three sub-orbital rocket flights and on six space shuttle missions. When astronaut John Glenn returned to space recently he was assigned to work with scientific research hardware developed by SHOT.

"SHOT's reputation grows exponentially with each successive space flight during which its products are used," said Deuser. The company is now winning an increasing number of contracts to develop more-comprehensive equipment – including three payloads that are manifested to fly on early missions to the International Space Station.

"Research laboratories on the space station have the potential to help solve many of the medical community's greatest challenges," added Deuser. "SHOT expects to play an important role in these discoveries by continuing to provide much of the innovative equipment used for biological research on Earth and in orbit."