



MEDIA RELEASE

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Techshot sales increased nearly 90 percent in 2008

GREENVILLE, Ind. (January 21, 2009) – The total value of new contracts won by technology development company Techshot increased last year by nearly 90 percent over the previous year. Contracts with government customers accounted for approximately 80 percent of sales, with a record high 20 percent coming from a diverse roster of commercial companies.

“The federal government remained a good customer in 2008,” said Techshot President and CEO Mark Deuser. “We won five new contracts, and several of our existing projects were selected for further development.”

Deuser attributed the success with government customers to a change in strategic focus. “We won a higher percentage of contracts we went after because we pursued opportunities better aligned with core Techshot technologies such as power management, energy efficiency, motion control and laboratory automation.”

The U.S. Air Force Research Laboratory selected Techshot for preliminary development work on advanced aircraft lighting and aeromedical transport systems. A prototype vehicle arresting system will be developed for the Army. And the National Aeronautics and Space Administration and the National Oceanic and Atmospheric Administration has hired the company to conduct preliminary development work on life science research equipment for the International Space Station and for deep ocean research, respectively.

Existing projects selected in 2008 for significant further development included an electronic bunker-buster bomb fuze for the Air Force Research Laboratory, a portable power system for the Marine Corps, an automated shipboard dishwashing system and a battery power harvesting device for the Navy, and automated laboratory equipment expected to be useful in diabetes treatment – funded by the National Institutes of Health. The U.S. Army also funded further development of a rugged and energy efficient solid-state shelter lighting system.

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Besides its success with government customers, Techshot also saw increased sales last year to commercial companies large and small. The total value of contracts earned with commercial customers increased approximately 400 percent in 2008, with 11 new companies hiring Techshot to develop new products and/or technologies.

“In the past, the high-profile nature of our government projects may have led some to believe that Techshot did not work with commercial customers,” said Deuser. “But our exponential growth in the commercial sector indicates to us that we may have finally broken through with the message that Techshot is not just a NASA or military contractor. It simply is a provider of technology development solutions that are useful to nearly any industry.”

Among the new customers were AlGalCo, which selected the company to create an automated system for producing hydrogen for use in powering a portable generator; GSYS Military Systems, LLC., which commissioned an advanced vehicle proximity warning system for semi-trucks; and Prosolia, which hired Techshot to assist with the development of new products that enhance the capabilities of mass spectrometers used in laboratories. Other new customers include Princeton University, InVizion Tech, New Paradigm Concepts, Aisin Drivetrain, American Plastic Molding, Technidyne Corporation, Wind Energy Corporation and Louisville Clean Energy.

In 2008 Techshot also earned significant repeat business from commercial customers such as Apollo Design Technology, ASAP Automation and Procter & Gamble.

“Seasoned executives recognize that the worldwide economic downturn presents a unique opportunity for their company to gain market share if they can have new products and improved processes ready to go when the economy begins its upturn,” said Deuser. “And we’re pleased to have a large and growing base of commercial customers that are eager to seize the moment to enhance their competitive advantage.”

Founded in 1988, Techshot’s 25 engineers, scientists and technicians specialize in providing integrated solutions to the technical needs of a diverse spectrum of industries.

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