



GOVPARTS, LLC

3010 East State Boulevard • Building A, Suite 200

Fort Wayne, IN 46805

www.GovPartsLLC.com • 260-471-2345

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Contact: Chad M. Ross or James L. Jackson at 260-471-2345 or cross@govpartslc.com or jjackson@govpartslc.com

NEW FORT WAYNE FIRM SERVES AS DEFENSE CONTRACT MANUFACTURER AND BROKER

Fort Wayne, Ind.—Two Fort Wayne entrepreneurs have joined together to form GovParts, LLC, a defense contract manufacturing and brokerage firm. GovParts’ co-owners Chad M. Ross and James L. Jackson recently consolidated their engineering backgrounds and years of experience in government contracting to offer services to help small manufacturers enter and participate in the defense marketplace. Their new company is based at 3010 East State Boulevard, Building A, Suite 200, in Fort Wayne.



Gov Parts’ co-owners Chad M. Ross (left) and James L. Jackson (right).

GovParts’ comprehensive services include facilitating defense contracts and maintaining compliance on behalf of its vendors so that its network of manufacturers can focus on production of their products through subcontracts. In addition, GovParts packages components, kits and assemblies in its own facility and participates in technical consulting and training for organizations that are working to become a fellow Tier 1 contractor.

Both Ross and Jackson are experienced in pricing and performance, two vital components of defense contracting. “We offer targeted pricing suggestions, which to date have yielded a 55 percent hit rate on contracts bid,” according to Ross. He said that during their first few months of operation, he and Jackson have focused their network of suppliers and vendors in the small business arena of Northeast Indiana, with GovParts facilitating more than 300 contracts with the Defense Logistics Agency.

“GovParts prides itself on the fact that we do not charge for technical consulting services when the service pertains to the performance of our contracts at our vendors’ facilities. We believe this is the best

way to learn the industry for new to contracting companies wanting to get a start,” Jackson said. “We are highly skilled in compliance and technical requirements pertaining to defense contracts and we pass that knowledge along to our vendors at no cost.” Each new customer also receives a free instructional packet that will guide them through getting registered to become an official contractor, according to Jackson.

Ross and Jackson are clients of both the Northeast Indiana Small Business Development Center and its partnering agency, the Indiana Procurement Technical Assistance Center. Ross’s engineering background focused mainly on process manufacturing, CNC programming and CAD/CAM. He worked 13 years in government contract management and manufacturing engineering for a local defense contractor. Jackson’s engineering background had a strong focus on toolmaking along with jig and fixture design. Most recently, he worked for a local agricultural attachment manufacturer as engineer/shop manager implementing CNC technologies and new attachment design.

Future plans include opening a manufacturing division in Fort Wayne by year-end 2018 to facilitate assembly, manufacturing and kitting contracts. This expansion is to keep up with demand, according to Ross, as GovParts’ “contract win rate and abundance of work is overtaking the current capabilities of our vendor network.”

For more information on GovParts, LLC, visit www.GovPartsLLC.com or call 260-471-2345. To learn more about the Northeast Indiana Small Business Development Center, visit www.isbdc.org or call 260-481-0500.