

PersonalBusiness

GovParts offers defense business help

How would you describe GovParts and what you do there?

We would describe ourselves as a partner to our small business clients. We provide technical and compliance assistance to manufacture defense contracts. We control all of the contracts we handle and maintain the compliance and paperwork on behalf of our vendors.

This unique gap that we fill is what makes it possible for small businesses to do work with the federal government without hiring a team of people to handle the searching, bidding, logistics and accounting required by the federal government.

All of our contracts are awarded to GovParts as the supplier and sub-contracted to our vendors, where we in-turn only pass down the pertinent requirements to the manufacturer.

We are highly successful at targeting contracts for our vendors that fill a void in their schedule or run on dormant machinery. To our knowledge, there are few companies out there that dive as detailed into the process as we do. I believe this is why we are so instantly successful.

You can find companies to search and send you bid opportunities, others to assist in quoting and target pricing, some that may pack and ship your contracts for you, and others that will hold compliance and software for easy accounting with the federal government, but only GovParts will do all these for you.

There is no signing up, no up-front large fees, no agreement. Simply say you are interested and we will start sending you quotes.

How did you arrive at what you are doing?

We saw a gap in the market. Both of us are surrounded by friends who work in local metalworking shops and some who own shops themselves.

When we brought it up or tried to explain to them how government contracting works and what an untapped resource it could be, we noticed that just the thought of the added paperwork and compliance regulations still made the idea of trying it unattractive for them. They just didn't understand it and didn't have the man power to take on such an endeavor.

That's when we decided to form GovParts and start taking on all the added requirements that come with defense contracts. This left our vendors with a process and a routine that is similar if not identical to a commercial job going through their shop.

How have recent military spending trends made this a good time to start a federal contracting business?

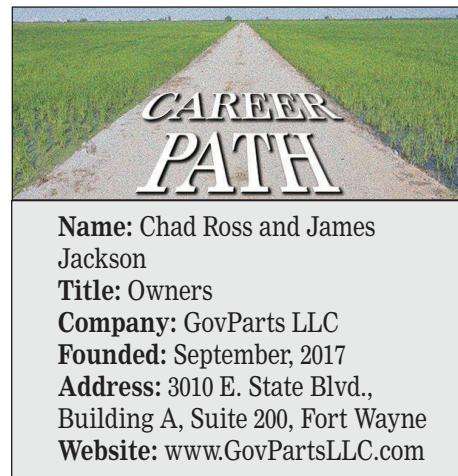
Military spending trends have been upward and growing in the Trump years thus far. With an increase in the budget, we can see an increase in demand for spare parts and upgrade parts for equipment in the defense market.

Our main area of focus at GovParts is the spares market, or the made to print items for existing equipment. Just in manufactured parts in the metalworking field, we see 300-700 MTP items released for bid daily.

What is ahead for GovParts?

We plan to expand on our manufacturing capabilities in the last quarter of 2018 and early 2019.

We are streamlining our process and taking on more vendors daily. The sub-contracting and brokering side of our business is growing at an amazing



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rate and we believe adding a manufacturing division would benefit us in the near future.

The majority of our contracts will still be sub-contracted to our vendors.

What do you like about this work?

While there are several aspects of our work that we enjoy, I'd say the searching and bidding can be thrilling at times. It can be a competitive market, and when you win a contract, it's quite exhilarating.

We are both engineers and enjoy the technical side of contracting but at the same time, we both came up through the tool making and machinist trade, so we enjoy the manufacturing side a bit more than most.

We like getting creative with processes with our vendors and we have a great appreciation for the skill and craftsmanship of the parts they create.

What moments stand out so far in the development of your career and GovParts?

It would definitely have to be leaving our full time jobs to pursue this. That was the hardest part of the journey.

We have both worked for somebody else in some fashion our whole careers, so leaving that comfort and taking a leap into this, and having it succeed thus far, is a level of fulfillment that's hard to explain.

Who has inspired you in your career path and been the most influential in your decisions?

Chad Ross. I come from a long line of skilled tradesmen. My great grandfather Robert E. Morr, started Morr Bros. Foundry in Kendallville in 1946. My great uncles Richard, James and Charles Morr all were pattern and tool makers and later inventors, business owners and engineers. My grandfather Richard Ross was a union electrician and my father, Rick Ross did CAD/CAM, along with PLC programming and machine repair and owned multiple businesses.

They all have been highly technical and influential in my career. In my family, we were taught that we can make/do anything ourselves with the correct tools. You could say I took a little bit from each of them, because my chosen field was CNC programming and machining. I did not do any formal education. I went straight into an apprenticeship at Martin Sprocket and Gear and worked my way up from there.

I moved into CAD/CAM programming and then to manufacturing and process engineering at Precision Laser Services under my mentor John Jennings. John taught me the fine details of print interpretation, metallurgy, and process engineering.

I took this knowledge and my family's can-do attitude all the way to



CONTRIBUTED

Ross, Jackson

GovParts and pass that along in the form of encouragement and support to all our vendors.

Jamie Jackson. I've always had a fascination with mechanics and skilled trades. I was trained by second and third generation German toolmakers, Duane Schllater and Jason Schllater. I furthered my career by obtaining an associates degree in manufacturing, and multiple certificates in machine tool and practice.

My inspiration to start and run my own business came from Greg Owens,

the owner of Allen Fabricators. My interest in government contract manufacturing and brokering came from my business partner, Chad Ross.

As a team, Chad and I found ways to attack the issues surrounding our field from very different and distinctive view points. Combining those views is what we believe gives GovParts its edge in the industry.

By Doug LeDuc. To suggest a Career Path, email dleduc@kpcmedia.com or call (260) 426-2640.

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