

December 2009

Issue 1



PARTNERS IN CONTRACTING CORPORATION

PARTNER TALK



EXTRA - EXTRA READ ALL ABOUT IT

A Message from ...

Welcome to the first issue of PICC's newsletter, "Partner Talk"! Your PICC Board and Staff recognize how important communication is in helping you to grow your business. We have so much to learn from each other and this newsletter is one way we are working to keep you informed. PICC will be providing you with information about contracting opportunities, success stories, PICC resources and events, and useful information. We hope you will find this a valuable resource. Please feel free to share it with your contacts. Together we can help bring more Federal dollars in contracting to our Indiana companies and keep Indiana State money here in Indiana where it belongs.

Sincerely,

Judith E. A. Perkinson
Chairman
Board of Directors
Partners in Contracting Corp.



Seasons
Greetings

Special points of interest:

- *New Procurement Technical Assistance Center Opens at Northeast Indiana SBDC*
- *PICC Conference*
- *Success Story - All Rite Distributing Co., Inc.*
- *PICC Board Members & Staff*
- *Free Webinar*
- *Client Contract Awards*

PICC Opens New Procurement Technical Assistance Center at Northwest Indiana SBDC

Partners In Contracting Corporation (PICC) has collaborated with the Indiana Small Business Development Center network (ISBDC) to open a new Procurement Technical Assistance Center (PTAC) to serve companies in northeastern Indiana. The new PTAC is based in the Northeast Indiana Small Business Development Center (NEISBDC), which is hosted by Indiana University-Purdue University Fort Wayne and located in IPFW's Hobson Center at 4312 Hobson Road, Suite B, in Fort Wayne.

Jeff Heinzmann, state director of the ISBDC, sees the partnership as a logical fit. "By teaming with PICC, the ISBDC helps ensure a more detailed and thorough level of assistance in the procurement arena, which is very important for Fort Wayne and the rest of the Northeast region," he says. Heinzmann points out that the core mission of the ISBDC, helping Indiana

businesses grow, is in line with what PICC does, and he anticipates additional collaboration between the two organizations with assistance from the Office of Community and Rural Affairs. "We anticipate extending this partnership in the coming year to at least two other ISBDC regions," he says.

Fort Wayne businessman F.G. "Gil" Perry has been hired to serve as PICC counselor/trainer for the new PTAC. "The goal of a PTAC is to connect regional businesses with government agencies that may have a need for their products and services and to help the companies with certification and registration so they are eligible for government contracts," according to Perry. He says the PTAC also helps businesses with solicitation of government contracts and bid reviews and aids them with market research and strategic planning. "That's why we're such a

great partner with the Small Business Development Center, because we have similar objectives," he says.

Perry has more than 40 years of experience in supply chain management. For 35 years, he was in charge of purchasing for Magnavox Electronics in Fort Wayne and its successor companies, Philips, Carlyle, Hughes, and Raytheon Systems. After retiring from Raytheon in 2000, he briefly worked as a consultant. He then became a partner in eXcellon Technologies, where he served as vice president of the Fort Wayne company the past eight years. He sold his interest in eXcellon in May 2009 and enjoyed a brief retirement before accepting the PICC position.

Procurement Conference May 24th & 25th 2010



Partners in Contracting Corporation (PICC) announce its 12th biennial procurement conference to be held on May 24 and 25, 2010 at the Grand Wayne Convention Center in downtown Fort Wayne, Indiana.

About 30 - 40 government agencies and prime contractors will be on hand to network with businesses interested in selling goods and services to both the federal and state government. Workshops on various topics on government contract procurement will be offered throughout the day. Breakfast and lunch will be provided.

The conference will begin on the evening of May 24th with a networking reception for exhibitors and business. The networking event will be held at the Grand Wayne Convention Center.

The conference will be held in partnership with the Fort Wayne Business Expo, managed by KPC Media Group and the Fort Wayne Women's Business Center.

More details on the conference will be posted on the PICC website, www.piccorp.org or e-mail PICC at picc@piccorp.org

Success Story - All Rite Distributing Co., Inc.

ALL RITE DISTRIBUTING WINS DEFENSE CONTRACT WORTH NEARLY \$14 MILLION

Fort Wayne-based All Rite Distributing Co., Inc. has been awarded a defense contract to supply the U.S. Army with 2,000 machine gun mounts. The contract, valued at approximately \$14 million, starts in November 2010 and involves supplying the Army's TACOM Lifecycle Management Command facility in Rock Island, Ill., with 500 cradles a month for four months as part of a five-year contract divided among five U.S. companies. The gun mount, along with an ammunition box, mounts on the roof of Humvee M998 combat vehicles that are used by the Army's special operations forces. All Rite will be partnering with Advanced Precision Manufacturing, of the Chicago area, to produce the gun mounts.

All Rite Distributing Co., which has 11 employees locally, was founded in Fort Wayne in 1972 as a wholesale distributor warehouse in the automotive aftermarket. "Our automotive background makes us pretty strong in Humvee integral parts," according to Steve Dun-

ning, All Rite's director of government sales. "Distribution is our area of expertise, so doing business with the government was a logical extension of what we had been doing."

All Rite registered to become a defense contractor around 10 years ago and its staff began attending procurement conferences and working with Partners in Contracting Corporation (PICC). Since PICC opened a Procurement Technical Assistance Center (PTAC) this fall in Fort Wayne, All Rite has begun working with Gil Perry, counselor/trainer for the local PTAC, who works out of the Northeast Indiana Small Business Development Center. "We learned about the PTAC by going to the PICC conferences, and we're glad to see the PTAC is here," Dunning said. Previously, PICC's only PTAC was located in northwestern Indiana.

All Rite qualifies as a Service-Disabled, Veteran-Owned Small Business (SDVOSB), which gives the firm an advantage in the contract bidding process by allowing it to explore various set-aside opportunities available only to such companies. The firm began receiving government contracts around 10 years ago, according to Dun-

ning, and currently receives 50 to 100 government contracts a month ranging in value from \$50 to \$100,000. In 2008, the company completed approximately \$3 million in defense contracts.

All Rite Distributing Co., located at 1430 Dividend Road in Fort Wayne, was founded in 1972 by World War II veteran John McNaughton, now deceased. The company is currently led by J. Brian McNaughton, one of the founder's grandsons, as president, and Gary McNaughton, one of the founder's sons, a Vietnam War veteran who is serving as vice president. Other key personnel include Steve Dunning as director of government sales, Darin Little as contract administrator/expediter, and Dave Strader as logistics manager. The company has grown from serving the automotive aftermarket to becoming an emerging defense contracting leader in northeastern Indiana.

"We take tremendous pride evolving as a government/defense contractor," says J. Brian McNaughton, president of All Rite Distributing.

PICC's Board of Directors and Staff



Judith E. A. Perkinson - President
The Calumet Group - Hammond

Sue Anderson - Vice President
Hammond Development Corp.

Joshua Lybolt - Secretary/Treasurer
NWI SBDC - Crown Point

Matt Reardon
SHE Inc. - Munster

Dan Botich
Center and Company - Merrillville

Patrick Reardon
Hammond UEA

Jason Lovell
Thomas P. Miller & Associates -
Indianapolis

Terra Samuel
City of East Chicago

Bruce Menshy
Raytheon Network Centric Systems
Fort Wayne

Main Office

Mary K. Kaczka
Ex. Director

Bill Pishkur
Counselor/Trainer

Ruth Feledy
Administrative Assistant

Fort Wayne

Gil Perry
Counselor/Trainer



PARTNERS IN CONTRACTING CORPORATION

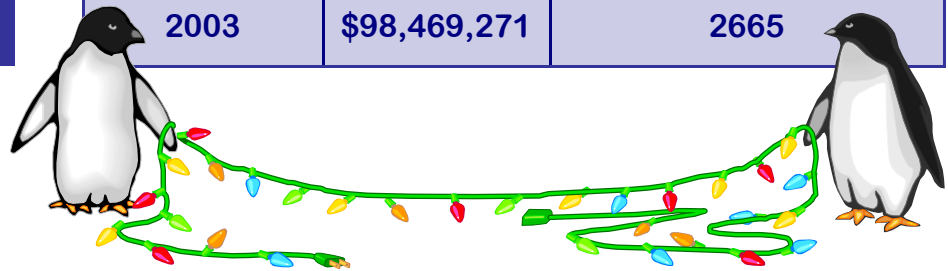
Main Office - PTAC
5217 Hohman Avenue - 4th Floor
Hammond, IN 46320
Phone: 219-931-7561
Fax: 219-931-7594

Fort Wayne NE - PTAC
4312 Hobson Road - Suite B
FT. Wayne, IN 46815
Phone: 260-481-0491
Fax: 260-481-0499

*We Break the Tape
You Seal the Deal*

We're on the Web
www.PICCorp.org

PICC Client Contract Awards		
October 31st	Contracts	Jobs Created/Retained
2009	\$22,298,770	426
2008	\$74,388,802	1429
2007	\$84,369,388	1972
2006	\$78,352,547	1573
2005	\$59,247,551	1438
2004	\$60,437,122	1458
2003	\$98,469,271	2665



**FREE
WEBINAR**

“Bidding on DOD Solicitations and Shipping Products to the Military”

The US Small Business Administration (SBA) invites small business owners and entrepreneurs to attend a FREE webinar.

Presenter: Doug Jokinen, a Packaging Specialist assigned to the Defense Contract Management Agency (DCMA) Logistics and Safety Center. Prior to Assuming his duties in the Packaging Branch, Doug was a Packaging Field Support Representative of the DCMA West District Organization.

This three part series has been designed for the manufacturing specialist interested in bidding on DoD solicitations and shipping products to the military. The presentations will provide basic definitions and explanations of the various types of military marking requirements and the marking formats that are applicable at the item, unit pack and shipment level.

Session #1: RFID (Radio Frequency Identification) **January 19, 2010 at 10AM to 11AM Central Time.** Find out how the military is using this modern

technology in their procurements efforts.

Session #2: IUID (Item Unique Identification) **January 26, 2010 at 10AM to 11AM Central Time.** The session will address DoD IUID data construct options approved for DoD use and corresponding item data input to the DoD IUID Registry.

Session #3: MIL-STD-129P **February 2, 2010 at 10AM to 11AM Central Time.** Special identification marking data elements will be defined, various bar code symbologies and their applications will be described, special marking and shipment documentation requirements will also be reviewed in this training module.

This Webinar will use ReadyTalk, SBA’s multi-media training tool. ReadyTalk allows you to attend valuable training from the convenience of your home or office at no cost to you. It’s easy to use!

Registration Procedures:

Send an email to laura.cawley@sba.gov with WEBINAR RESERVATION and the name and date of the session you wish to attend in the subject line. Include your name, phone number and (if applicable) your organization, agency or company name. We will send you an email confirming your registration, and include the toll-free conference dial-in number and the participant access code for both the phone and web portions of the seminar.

Register Today! Space is Limited!

