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PARTNER TALK



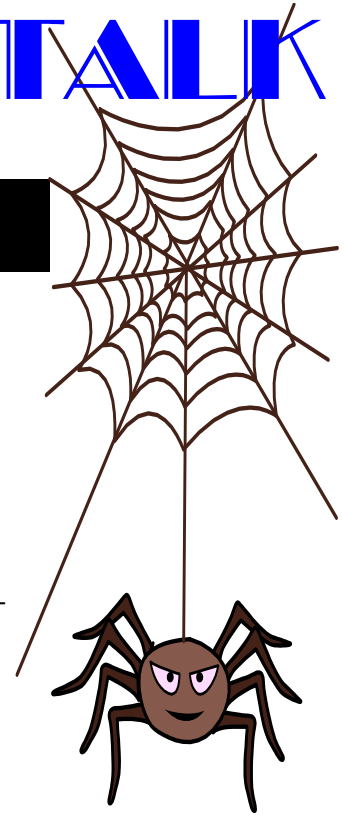
SBA Names Third-Party WOSB Certifiers

The Small Business administration (SBA) has approved four organizations to act as Third Party Certifiers under the recently-adopted woman-owned small business (WOSB) program. The four organizations and contact information are contained in the listing below:

- El Paso Hispanic Chamber of Commerce
- National Women Business Owners Corporation
- US Women’s Chamber of Commerce
- Women’s Business Enterprise National Council

Women Owned Small Businesses may elect to use the services of a Third Party Certifier to demonstrate eligibility for the program, or they may self-certify using the process outlined on their website. SBA will only accept third party certification from these entities, and firms are still subject to the same eligibility requirements to participate in the program.

For complete details on the WOSB program, please read: <http://gtpac.org/2011/05/heres-how-to-upload-documentation-to-sbas-wosb-repository/>



“Introductory Doing Business with the Government” Workshop

Presented by PICC and hosted by Small Business Development Center in Ft. Wayne and Northeast Indiana Defense Industry Association.

When: Friday, November 18, 2011

Time: 10:30 a.m. to 12:30 p.m.

Where: IVY Tech Community College Northeast
3800 N. Anthony Blvd. at E. Coliseum Blvd.
IVY Tech Auditorium
Ft. Wayne, Indiana

Fees: FREE

To register call 260-481-0500 or Email wunderlb@ipfw.edu

ADVANCE REGISTRATION IS REQUIRED - REGISTRATION CLOSSES NOV 15TH

For more information check out our website www.piccorp.org

EPA's Contractor Forum & Small Business Session

The U.S. Environmental Protection Agency (EPA) is holding the next Contractor Forum with a Small Business Session at EPA Region 5, 77 w. Jackson Blvd., Lake Michigan Conference Room, Chicago, IL 60604 on Wednesday, November 9, 2011 from 9:00 a.m. to 12:00 p.m., and from

1:00 p.m. - 4:00 p.m., respectively. This event is free and open to everyone.

The Contractor Forum is designed to provide updates on pertinent contracting issues as well as presenting future contracting opportunities. In addition, it provides an opportunity for industry and the EPA to improve communication

through the exchange of information. The forum is geared to small businesses, large businesses, and organizations interested in contracting with the EPA..

For more information and to register go to:

www.epa.gov/oam/forum/index.htm



“Buy Indiana Expo”

The Linton-Stockton Chamber of Commerce of Linton, Indiana has been selected as the 15th Annual “Buy Indiana Expo” host by Crane Division, Naval Surface Warfare Center (NSWC Crane). This year's event will be held on Tuesday, October 25, 2011, at the French Lick Resort & Casino from 9:00 a.m. until 3:00 p.m.

The purpose of the “Buy Indiana Expo” is to connect Hoosier companies to unique opportunities to expand their business through contacts with government centers. Last year NSWC Crane spent over \$1.2 billion for products, goods and services but less

than 23% (\$300 million) was spent with Indiana companies. The “Buy Indiana Expo” helps connect interested Indiana companies with key contact from NSWC Crane. Workshops will be conducted by NSWC Crane to educate businesses on how to do business with the Federal Government.

As a business in Indiana, we want to make sure you are aware of this opportunity to increase your sales by doing business with NSWC Crane. This year's event will be held in the Valley Link and Learning Center. In order to set-up the room to accommodate everyone, please let us know

if your booth needs electricity, is table-top or a floor model. The Expo area is equipped with wireless internet. Your exhibit space will include an 8-foot linen-clothed table and two chairs, if needed.

In order to take advantage of this opportunity to showcase your business to the acquisitionists and learn how to do business with Crane, please contact the Linton-Stockton Chamber of Commerce at (812) 847-4846 or email info@lintnchamber.org

Cheryl Hamilton,
Expo Chairperson

*Mark
your
Calendar*



ATTENTION : Architects - Engineers - Construction & Environmental Companies Great Networking with Prime and Government Agencies

2011 SAME

*(Society of American
Military Engineers)*

**Great Lakes Ohio Valley
Regional Conference**

October 4 - 6, 2011

Milwaukee, Wi

Featured at this year's conference will be:

- 3 session tracks focusing on Water, Sustainability and Small Business-Mentoring
- Briefings by Federal Agencies from the region

on current and upcoming requirements & opportunities

- Networking with major Federal Contractors from the Midwest
- And much more

SAME is a 22,500-member organization dedicated to

advancing individual technical knowledge and the collective engineering capabilities of governments, the uniformed services and private industry in the interest of national defense.

This conference is a unique opportunity to learn, network and make connections.

To discover more about the event and register, go to <http://www.same-lakemichigan.org/Regional%20Conference.htm>



Success Story - All Rite Distributing Co. Does it Again!

Fort Wayne-based All Rite Distributing Co., Inc. has been awarded a five-year contract worth more than \$11 million to supply the U.S. Navy with machine gun mounts.

According to the Northeast Indiana Small Business Development Center, the contract is from the Crane Division of the Naval Surface Warfare Center in Crane, Indiana, and is being administered by the Defense Contract Management Agency (DCMA) Combat Vehicles division located in Emmett J. Bean Center in Indianapolis.

It is one of many contracts being awarded to Hoosier businesses as part of the “Buy

Indiana” initiative that keeps business in Indiana and helps to grow the state economy.

One of All Rite’s manufacturing partners, Advanced Precision Manufacturing, of Chicago, was also awarded a related contract worth \$15 million.

“We are broadening our business base at All Rite Distributing and working on additional opportunities all the time.” said Steve Dunning, All Rite’s Director of Government Sales. He said All Rite Distributing handles the program management side of business opportunities related to government contracting. In addition to working with Advanced Precision Manufactur-

ing to fulfill government contracts, All Rite also partners on various projects with local manufacturers Northrop Grumman, Lockheed Martin and Bowmar.

All Rite Distributing Co., which has nine employees locally, was founded in Fort Wayne in 1972 as wholesale distributor warehouse in the automotive aftermarket. Although All Rite still works on automotive-related projects, those contracts account for only 20% of the firm’s annual sales, with the remaining work related to government contracts.

All Rite registered to become a defense contractor more than 10 years ago and its staff

began attending procurement conferences and working with Partners in Contracting Corporation (PICC).

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 currently receives 50 to 100 government contracts a month ranging in value from \$50 to \$100,000. In 2010, the company completed a total of approximately \$6 million in defense contracts.

All Rite Distributing Co.

1430 Dividend
Ft Wayne, IN 46808

To learn more visit their website:
www.allritedistributing.com



Sustainability The New Competitive Contracting Advantage

Mention the word “green” to many business people and the negative body language could knock you over. Recently this word has been replaced with sustainability (think long term environmental and resource impact) and now the body language is quizzical at best and indifferent at worst.

Sustainability or green is here to stay and denying it or ignoring it is just not good business practice. For example, did you know that the Federal Government under Executive Order #13514, Section H requires companies looking to secure Federal Government contracts to have Sustainability Plans in place?

Maybe instead of approaching green as a single dimension solution, now is the time to bring a “Trifecta Environ-

mental” Win with the finish line being both profitability and a competitive advantage. What would happen if organizations looked at not only the environment, but people and processes or operations?

For example, EcoVantage, LLC just outside of Fort Wayne, IN treats wood through heat and steam resulting in increased strength, beauty and light weight without the usual negative processing (using toxic chemicals) harm to the environment. This company improved its process and benefited both people and the environment. And they now have a contracting advantage compared to other companies that are not sustainable in their processes.

The reason for this approach is embedded in common sense of best business practices. Since people are responsible for making decisions that positively or negatively affect the environment, then not including them defies logic. Also with processes having an impact on the environment and many organizations embracing a “lean manufacturing” approach ignoring this best business practice again does not make sense. By taking a united front with people, processes/operations and the environment, any organization can quickly begin to improve profitability, be ahead of the flow and secure a competitive advantage as EcoVantage, LLC has already demonstrated.

Sustainability can become your competitive contracting advantage. After all, having

to redo any solution is costly and drains profits leaving you at a disadvantage. Consider, embracing the “Trifecta Environmental” Win, because Green is here to stay, like it or not.

Leanne Hoagland-Smith is Chief Results Officer for ADVANCED SYSTEMS an international executive consulting and coaching firm that supports crazy busy forward thinking leaders who want to avoid costly ReDo\$ while creating a culture of sustainable and high performance. She can be reached at 219.508.2859 Mobile; visit www.processspecialist.com or her blog at www.increase-sales-coach.com

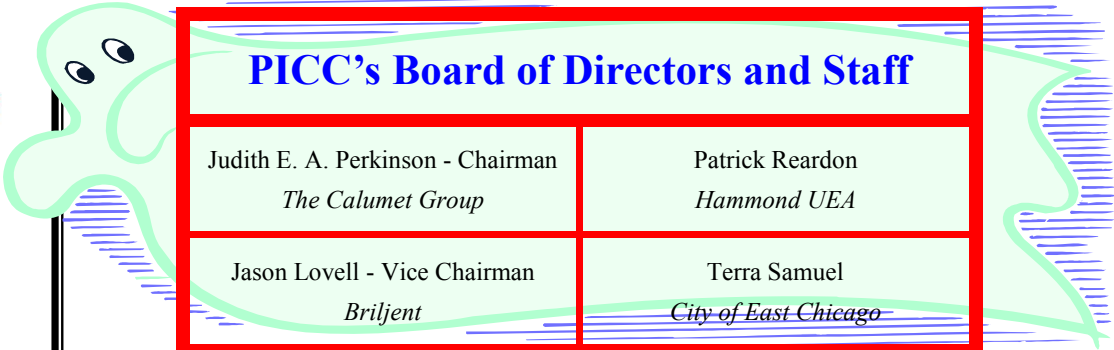




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***We Break the Red Tape
 You Seal the Deal!***



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TOP FIVE FEDERAL GOVERNMENT AGENCY INDIANA COMPANIES SOLD TO APRIL 1, 2011 TO JUNE 31, 2011	
US Army	30%
US Navy	17%
US Airforce	14%
DLA	12%
Centers for Medicare & Medi Caid Services	8%

INDIANA FEDERAL CONTRACTS April 1, 2011 to June 31, 2011	
Small Business	\$104,872,145.00
Women Owned Small Business	\$18,373,811.00
HUBZone	\$14,967,648.00
Service Disabled Veteran Owned Small Business	\$23,180,584.00
Veteran Owned Small Business	\$38,061,123.00
Minority Owned Small Business	\$22,468,553.00
Other	\$691,222,687.00
TOTAL	\$913,146,551.00



Happy Halloween