



## **Phast Parts, LLC: Bqq o etuø Bqq o ipg Bwuipeuu**

### **Kansas SBDC at WSU**

#### **Consultant: Steve Nussbaum**

Years of experience in the aerospace industry had taught Martha Everhart one thing – there was a tremendous need to provide difficult to find replacement aviation parts and provide them fast.

Everhart knew if she could provide the parts that were needed more quickly than others she would receive immediate attention to customers.

She knew the aerospace side of the business. She knew the customers. She knew their needs. What this business was.

Through a [Meeting the 3Ms](#) – a two-hour seminar offered multiple times throughout the year at the [Kansas SBDC](#) at Wichita State University. Over the next several months she pulled together multiple pieces of her business then contacted Steve Nussbaum, a consultant at the Kansas SBDC at WSU, when she was ready.

Everhart needed funding as well as a solid working plan to grow funding as the business itself

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In December of 2012 Phast Parts, LLC, was officially opened for business.

As Everhart continued to work with her consultant, she brought in Bob Raux. As an investor and former colleague who had since retired, Bob was another Baby Boomer that could contribute additional knowledge and capacity to grow the new business. The trio continued to work on