

Georgia



Meet the seller



Scan to visit the seller's storefront

Dean-Paul Hart
Compac Industries
Tucker, GA

Founded in 1980 by Jamaican immigrant Frederick Hart to make life simpler and more enjoyable for people of all ages, Compac Industries manufactures and distributes a range of “everyday use” products from kitchen gadgets to oral care and baby accessories.

Today, Frederick’s son, Dean-Paul Hart, sits at the helm of the Georgia-based business as its president and CEO. The younger Hart immigrated to the United States from Jamaica with his family as a child. Frederick and June, Dean-Paul’s mother, still come in to support the 17-person staff, the majority of whom are refugees. Some employees have been with Compac for more than three decades. All are considered members of the Hart family.

“It’s our family business, but there’s really 17 people’s families that are involved and connected,” Hart said. “I’ve heard testimonials from people on our staff who have said that they were able to get a house by working here. They were able to send their kids to college by working here. The impact is generational.”

Over the past 40 years, Compac Industries has evolved into a powerhouse in manufacturing and distribution, boasting a diverse portfolio of six brands. In 2021, the company joined Amazon’s Black Business Accelerator (BBA) program, which Hart said has been “invaluable in helping us to increase our organic search results, drawing more eyes to our brands and product.”

Two years ago, Compac Industries also shifted to Fulfillment by Amazon (FBA) to maintain delivery speed and reduce costs after a surge in orders. Hart said, “FBA most definitely is a backbone of what we do,” helping the company’s orders multiply tenfold compared to pre-COVID sales.

What sets Compac Industries apart is its compassionate approach to employment for refugees and new Americans. Through a partnership with a local workforce staffing agency, the company has provided job opportunities for dozens of refugees, including women from Iraq, the Congo, and Burma. As Hart said, “My hope is that we make a difference in the community and in the lives of people that we work with. Being a part of this community means so much more than just giving a job.”

Independent Sellers

16,000

There are more than 16,000 independent sellers in Georgia selling in Amazon’s store.

Average Annual Sales

145,000

In Georgia, average annual sales per independent seller was more than \$145,000.

Items Sold

72 million

Independent sellers in Georgia sold more than 72 million items in 2023.

