



NEWS

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MTA, CITY AND COUNTY OF LOS ANGELES HOSTS 3RD ANNUAL VENDOR FAIR

The MTA, along with the City and County of Los Angeles, will host the 3rd annual Vendor Fair at the Los Angeles Convention Center on Tuesday, April 18. The Fair--the largest public agency trade fair in California--details how to do business with the three agencies.

Workshop topics include How to Develop a Winning Proposal, Dealing with Legal and Business Issues of the 90's, Building Prime - Sub Teams and Relationships, Marketing and Project Management, and Bonding and Construction Management.

"The MTA, along with the City and County, have a combined budget of over \$5 billion for local government contracts," said MTA Chairman and Los Angeles County Supervisor Mike Antonovich. "The Vendor Fair provides an opportunity to interact with hundreds of businesses, including some of our prime contractors, and to learn about the various bids we'll be soliciting over the coming year," he explained.

The 1995 Vendor Fair is the first to include the City and County as co-sponsors. The Fair provides information about current and upcoming contract and purchasing opportunities, and brings together County, City and MTA senior staff, other public agencies, and private business.

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"We want to make Los Angeles as business-friendly as possible," said Los Angeles Mayor and MTA Director Richard Riordan. "One way we're doing this is to make sure local enterprises know about business practices and opportunities in our city."

Seminars on "How to do business with..." will be presented by the City of Los Angeles, County of Los Angeles, MTA, Orange County Transportation Authority, City of Long Beach, and City of Inglewood. Access to all workshops and seminars is included in the Fair admission fee of \$10.

Over two thousand people attended last year's Vendor Fair, which had 220 exhibitors. Fair organizers expect over 250 exhibitors at this year's event, which is self-supporting through sponsorships and exhibit fees.

Highlighting new technology will be several display exhibits, including the L.A. Rail Car, fuel cell technology, fiber-optic cable systems, and the Advanced Technology Transit Bus, or "Stealth" bus.

"The Los Angeles area has the potential to lead the way in developing new transportation technologies," said MTA Chief Executive Officer Franklin White. "The Vendor Fair is a unique opportunity to bring together in one location several cutting edge manufacturers to showcase their new products."

To learn how to become a sponsor or exhibitor, or for additional information, call the Vendor Fair Hotline at (800) 267-0106.

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