



# NEWS

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## MTA AND LOCAL GOVERNMENT OFFICIALS HOST 4<sup>TH</sup> ANNUAL VENDOR FAIR

The MTA, along with the City and County of Los Angeles and the L.A. Unified School District (LAUSD), will host the 4<sup>th</sup> annual Vendor Fair at the Los Angeles Convention Center on Tuesday, April 9, from 8 a.m. to 5 p.m. The Fair--the largest public agency trade fair in California--provides businesses with key information on the four agencies.

Workshop topics include How to Develop a Winning Proposal, Raising and Borrowing Capital, Building Prime-Sub Relationships, and Bonding and Construction Management.

"The MTA, along with the City, County, and School District, have a combined budget of over \$5 billion for service contracts," said MTA Chairman Larry Zarian. "That represents a great economic stimulus, and a significant number of jobs for the community. Our Vendor Fair is a primer on how to do business with us," he explained.

The 1996 Vendor Fair is the first to include the LAUSD as a co-sponsor. The Fair provides information about current and upcoming contract and purchasing opportunities, and brings together County, City, LAUSD and MTA senior staff, other public agencies, and private business.

(MORE)

VENDOR FAIR, Page 2

"The Vendor Fair is a great example of public and private partnerships at work for Los Angeles," said Los Angeles Mayor and MTA Director Richard Riordan. "The fair will give business owners the skills to work effectively with public agencies and deliver better services to our residents."

Seminars on "How to do business with..." will be presented by the four sponsoring agencies, plus the State of California, 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.

Nearly 3,000 people and 270 exhibitors participated in last year's Vendor Fair. Fair organizers hope to exceed those numbers at this year's event.

Highlighting new transit technology will be several display exhibits, including the L.A. Rail Car 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 Joe Drew, MTA interim CEO. "The Vendor Fair is a unique opportunity for cutting edge manufacturers to showcase their new products in one location." The LAUSD will have a mock-up of the first school house in Los Angeles, and the County will have a fire/rescue vehicle.

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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