



# NEWS

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## SIXTH ANNUAL GREATER LOS ANGELES VENDOR FAIR TO BE HELD NEXT TUESDAY AT L.A. CONVENTION CENTER

The County and City of Los Angeles, Los Angeles Unified School District and MTA will join forces again to host the Sixth Annual Greater Los Angeles Vendor Fair on Tuesday, March 31 from 8 a.m. to 4 p.m. at the Los Angeles Convention Center.

The 1998 Greater Los Angeles Vendor Fair provides business owners and executives valuable information on how to do business with the County, City, LAUSD and MTA, as well as many other agencies, municipalities and companies participating at the event.

Vendors can interact directly with contract administrators, buyers, managers and other procurement personnel from host agencies. Last year's fair attracted close to 3,000 attendees and featured over 220 exhibitors. This year's fair may be even larger.

In addition to the opportunity to network with large and small companies, the City, County, LAUSD and MTA staff, attendees can attend various business workshops offered throughout the day, all free with paid admission, including topics such as:

- Doing business on the Internet.
- Moving beyond Prop 209.
- Business opportunities with the Alameda Corridor Project, L.A. Harbor and LAX.
- Doing business with LAUSD on Prop. BB, the school construction and repair bond.
- Doing business with cities and agencies in Los Angeles and Orange counties.

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In addition to the workshops, separate "How to Do Business With..." seminars will be presented by the City and County of Los Angeles, LAUSD and MTA.

These workshops will explain how to be included on bid lists, present an overview on M/W/SBE programs and certification guidelines, and discuss how the contracting and procurement departments award contracts and bids.

The admission fee to the Greater Los Angeles Vendor Fair is \$10 and includes entry to all exhibit areas, a continental breakfast during the ribbon cutting ceremony at 8:30 a.m., a buyers guide including a staff directory of all sponsoring agencies' procurement departments and admission to all workshops. Los Angeles County Supervisor and MTA Board First Vice Chair Yvonne Brathwaite Burke is scheduled to speak at the ribbon ceremony.

Reservations are suggested for the luncheon reception, which is priced at \$25. The keynote luncheon speaker will be former National League baseball M.V.P., Cy Young and Rookie-of-the-Year winner Don Newcombe. Also speaking at the luncheon will be C. Robert Kemp, president and CEO of the Los Angeles Community Development Bank.

For more information about the Greater Los Angeles Vendor Fair, or to receive a brochure with a schedule, exhibitor and advertising information, call the Greater Los Angeles Vendor Fair Hotline at (800) 267-0106.

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