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Greater Los Angeles Vendor Fair to be held April 13 at L.A. Convention Center

- **County's leading business outreach expo to help small businesses tap billions of dollars of local contract opportunities**

By DAVE SOTERO

(April 8, 2004) Small businesses interested in contracting with five major Los Angeles area agencies are invited to attend the 11th Annual Greater Los Angeles Vendor Fair, April 13, at the Los Angeles Convention Center.

This day-long business outreach exposition is sponsored jointly by Metro, Metropolitan Water District, L.A. Unified School District, City and County of Los Angeles. It is the largest of its kind in the county.

Small- and medium-size business owners will receive valuable information on how to compete for agency contracts collectively worth billions of dollars.

Participants will be able to meet directly with contract administrators, buyers, managers and other procurement officers from host agencies.

The fair will provide excellent networking opportunities for business owners interested in partnering with other business owners to compete for contracts. The fair will also include hundreds of exhibitors offering a variety of products and services.

The fair will feature guest speaker Mimi Donaldson, co-author of the book "Negotiating for Dummies." Donaldson will give a presentation entitled "Men and Women: Can We Talk?."

Admission to the Greater Los Angeles Vendor Fair is \$65 and includes entry to all exhibit areas, admission to all workshops, luncheon and buyers guide that includes a staff directory of all sponsoring agencies' procurement departments. A \$15 ticket includes all of the above but does not include the luncheon.

For more information about the Greater Los Angeles Vendor Fair or to obtain a schedule of workshops, visit www.lavendorfair.com.