



NEWS

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MTA HOSTS 2ND ANNUAL VENDOR FAIR

MTA's Vendor Fair--the largest public agency trade fair in California--will be held at the Los Angeles Convention Center on Tuesday, June 14. The Fair details how to do business with the MTA.

Workshop topics include How to Develop a Winning Proposal, Accessing Capital, and DBE/MBE/WBE (disadvantaged, minority and women's business enterprises) Goal Setting and Certification.

"The MTA is building the largest public works project in the United States," said MTA Chairman and Los Angeles City Councilman Richard Alatorre. "Our 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 1994 Vendor Fair--MTA's second annual--is the agency's primary outreach to the business community. The Fair provides information about current and upcoming contract and purchasing opportunities, and brings together MTA senior staff, other public agencies, and private business. Opportunities for small local businesses will be emphasized.

"Our goal for DBE/MBE/WBE participation is 27 per cent as an average for all contracts," reported MTA CEO Frank White. "For the next fiscal year, that amounts to over \$800 million. When we make businesses aware of these opportunities, we improve the economic climate, and make our own operations more efficient since we can choose from a larger number of bidders," he added.

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Three thousand people attended last year's Vendor Fair, which had 175 exhibitors. Fair organizers expect over 200 exhibitors at this year's event, which is self-supporting through sponsorships and exhibit fees.

The presence of several area public agencies and municipal governments will give the Vendor Fair a regional character. The City of Los Angeles will discuss business opportunities with LAX and the Harbor, and Los Angeles County will provide an overview of bid solicitations for the coming year. Orange County and the Orange County Transit Authority and the City and County of Ventura will look ahead to their pending contracts.

The luncheon, which is nearly sold out, will be moderated by KCAL Channel 9 anchorperson Pat Harvey. Guest speaker will be MTA Chairman Richard Alatorre.

Highlighting new technology will be several display exhibits, including a fuel cell-powered bus, the Cal State Solar Car, and an electric bus from U.S. Electricar. These vehicles, representing the future of public transportation, will provide demonstrations for the public at the Convention Center the day before the Vendor Fair on June 13, and throughout the Fair on June 14.

To learn how to become a sponsor or exhibitor, or for additional information, call the Vendor Fair Hotline at (213) 244-6871. Advance sale tickets are \$10, and include parking at the Convention Center. Tickets are also available the day of the fair.

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