



About the Conference. . .

The record shows that many business organizations, especially smaller firms, miss out on export sales and opportunities to do business with the federal government because they lack information. This special one day conference will include an introduction to the possibilities of increased exports through the services of export trading companies. It will also provide detailed procurement information and instruction on how to increase the chances of selling your product or service to the federal government or to one of its prime contractors.

Experts from twenty-six government agencies as well as prime contractors currently involved in federal programs will be available for discussion and personal counseling. The potential value of such information cannot be overstated.

The Department of Defense estimates that it would take a person in business several months and several thousand dollars to obtain the vast amount of information which will be presented at this conference.

Special seminars on "How to Prepare Bids" and "Export Opportunities" will be conducted by representatives from the Departments of Commerce and Defense.

I hope you can attend.

Participants

Military Agencies

Department of the Army
Department of the Navy
Department of the Air Force
Defense Logistics Agency
Defense Contract Administration Services
Navy Resale System Office
Army and Air Force Exchange Service
Marine Corps Exchange Service

Civilian Agencies

Department of Commerce
Department of Energy
Department of Agriculture
Department of Transportation
Environmental Protection Agency
General Services Administration
Government Printing Office
Veterans Administration
Agency for International Development
Department of Interior
Department of Labor
National Aeronautics and Space Administration
U.S. Postal Service
Small Business Administration
Department of State
Department of the Treasury
Department of Health and Human Services
Department of Education

Prime Contractors (*invited*)

Avco
Baird Corporation
Digital Equipment Corporation
General Dynamics
General Electric Company
GCA Corporation
GTE-Sylvania
Hewlett Packard
Honeywell, Inc.
ITEK Corporation
MA/COM, Inc.
New England Telephone & Telegraph
Norton Company
Prime Computer, Inc.
Raytheon
RCA
United Technologies
Varian Associates
Wang Laboratories

How to Do Business With the Federal Government



A CONFERENCE FOR
MASSACHUSETTS BUSINESS
ON FEDERAL PROCUREMENT
AND EXPORT TRADE
OPPORTUNITIES

Tuesday, July 19, 1983
Hill Crest Center
Waltham, Massachusetts

Sponsored By:

Senator Paul E. Tsongas

Co-sponsored By:

Small Business Association of New England

and in cooperation with:

The U.S. Departments of Commerce and Defense

Conference Program

Tuesday, July 19, 1983
 Hill Crest Center
 Waltham, Massachusetts

8:15 a.m. REGISTRATION AND COFFEE

9:00 a.m. WELCOME AND OPENING SESSION
 Jupiter Room

Mr. John C. Rennie
 President, Small Business Association of New England

9:15 a.m. EXPLANATION OF PROGRAM

William C. Bender
 Conference Director
 U.S. Department of Commerce
 Washington, D.C.

Colonel Deak Morse
 Department of Defense Coordinator
 U.S. Department of Army
 Washington, D.C.

9:30 a.m. INDIVIDUAL COUNSELING AND CONTRACTING SEMINARS (held concurrently)

How to Prepare Bids
 9:30 a.m. - 11:00 a.m.
 Neptune Room
 Representatives of Department of Defense

Local Chambers of Commerce supporting this Conference include:

- North Shore Chamber
- South Shore Chamber
- Central Berkshires Chamber
- North Suburban Chamber
- Greater Springfield Chamber

Export Opportunities
 11:00 a.m. - 12:30 p.m.
 Saturn Room
 Representatives of Department of Commerce

Prime Contractors and Federal Agency Representatives
 Grand Ballroom

12:30 p.m. LUNCHEON - Jupiter Room

"Confronting the New Competitive Challenges of Small Business"
 Senator Paul Tsongas

"Realities of Working With an Export Trading Company"
 Ronald Guerriero
 President, World Trade Group

2:00 p.m. INDIVIDUAL COUNSELING SESSIONS - Resumed (Grand Ballroom)

3:30 p.m. CLOSE OF CONFERENCE

Greater Lawrence Chamber
 Northern Middlesex Chamber
 Lynn Area Chamber
 New Bedford Area Chamber
 Southern Middlesex Chamber
 Waltham-West Suburban Chamber

Registration Form

Conference on Federal Procurement and Export Trade Opportunities

Tuesday, July 19, 1983

Hill Crest Center
 220 Bear Hill Road
 Waltham, Massachusetts

Send Registration Form and Check to:
 FEDERAL PROCUREMENT CONFERENCE
 SBANE

c/o Phyllis Marcus
 69 Hickory Drive
 Waltham, Massachusetts 02154

Make Check Payable to:
 SBANE - PROCUREMENT CONFERENCE

Name _____ Title _____
 Name _____ Title _____
 Name _____ Title _____
 Company _____
 Address _____
 City _____ Zip _____

Check for \$ _____ for _____ reservations at \$20.00 each.
 (Includes registration, luncheon and printed materials. Luncheon tickets and name tags should be picked up at registration desk).
 Deadline for Reservations: July 13, 1983
 For further information, telephone SBANE at 617/890-9070, or the office of Senator Paul Tsongas 617/223-1890