

BOB DOLE



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DOLE TO HOST BUSINESS CONFERENCE IN WICHITA

Washington, DC -- More than three dozen government agencies and large private contractors will share their knowledge of export markets and government contracting at a special one-day conference in Wichita on September 4, according to Senator Bob Dole.

"The 1986 Kansas Conference on Federal Procurement & Export Opportunities," as the event is being called, will provide information to Kansas businesses who seek to do business with the federal government or increase exports, said Dole.

"The record shows that many businesses, especially smaller firms, miss sales opportunities with the federal government because they lack information," said Sen. Dole. "This conference will provide our Kansas businesses with detailed procurement information and instruction on how to increase exports. We want to improve our chances of selling Kansas products and services to the government and prime contractors," he said.

The conference will feature speakers from the U.S. Department of Commerce and the U.S. Defense Department. Topics to be covered include "Export Opportunities" and "How To Prepare Bids." Individual counseling will be available throughout the day.

Sen. Dole said, "The Defense Department has said it would take a business person several months and several thousand dollars to obtain the vast amount of information" which will be presented at the conference.

Forty four government agencies and prime contractors will be represented at the conference, which is open to any Kansas business. It will be held at the Ramada Hotel at Broadview Place beginning at 8a.m. A registration fee of \$20 is being charged to cover costs.

The conference is being held in association with the Wichita Area Chamber of Commerce, the Kansas Department of Economic Development and the Kansas Chamber of Commerce & Industry. For additional information, interested businesses may contact Sen. Dole's Wichita office at 263-4956.