

## Free bidders' mailing list

Firms using questionable tactics are taking advantage of many unsuspecting small businesses by charging up to \$36. for bidder's mailing list applications and other publications which can be obtained free of charge from the U.S. General Services Administration and other Federal Agencies. These questionable tactics include use of reproduced U.S. Government forms and printing a name and logo on their letterhead that gives the appearance the firm is somehow associated with the Federal Government.

This same service, offered in much greater detail by the U.S. General Services Administration, is available free of charge to all firms and individuals interested in doing business with the Federal Government. The office to contact for free counseling is the General Services Administration (GSA), Business Service Center, 440 Henry M. Jackson Federal Building, Seattle, WA 98174, telephone (206) 442-5556. Trained counselors, familiar with Government purchasing requirements, are available to assist business people and steer them in the right direction so they can take advantage of contracting opportunities available in the Federal Government. Similar Business Service Centers are located in eleven other regional offices across the country. The idea is to provide a place where the business representative can get professional assistance with one phone call or visit.

Vito T. Chiechi, GSA Regional Administrator in Auburn, WA, stated that nationwide GSA buys over 600,000 different items each year and spends approximately \$5 billion doing it. This means there are business opportunities for all types of firms. Competition is the "name of the game." Last year, 54%, or over \$110 million of GSA's purchases in Region 10 (covering Washington, Oregon, Idaho, and Alaska) were awarded to small business firms.



U.S. General Services Administration - Region 10  
GSA Center, Auburn, WA 98001 (206) 931-7000

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