

Military/Government Textiles Conference

Dealing With the Government—Military and Non-Military

Wednesday, October 13, 2010

Sheraton Four Seasons Hotel – Greensboro, NC

Koury Convention Center

In November, 2009, International Market Solutions (IMS) organized a textile conference in Greensboro, North Carolina, sponsored by the North Carolina Department of Commerce. The Conference focused on the very important markets for military and performance textile and apparel products.

The North Carolina Department of Commerce will again sponsor this event organized by IMS. The Conference will be held on Wednesday, October 13, 2010 at the Koury Convention Center at the Sheraton Four Seasons Hotel in Greensboro, North Carolina. This all day event will be followed by a networking reception to allow attendees to interface with Convention speakers, presenters and company representatives.

This year the agenda has expanded to include not only the active military market but also several non-military government agencies. Recent events such as the earthquakes in Chile and Haiti highlight the importance of government non-military markets for many of our textile and apparel products.

In addition to the Director at the Defense Supply Center Philadelphia (DSCP), a high level speaker from the General Services Administration (GSA), the purchasing agency for the Federal Government, will be scheduled to appear. The GSA official will discuss their procurement procedures and how to work with other agencies such as the Federal Emergency Management Agency (FEMA) and the American Red Cross –both of whom have need for many of the products made by our industry. We will also have a speaker from the Army and Air Force Exchange Services (AAFES); this group purchases large quantities of textile and apparel products for the military Post Exchanges.

A speaker from one of our North Carolina Military Business Centers (NCMBC) will also provide details on exactly how to monitor and apply for Government contracts. Further, we will have the Director of the Textile Protection and Comfort Center at North Carolina State University to introduce the efforts of this facility, as well as its "PYROMAN". There will be other speakers providing information on other subjects of interest to the industry.

We can assure interested segments of the industry that this conference will be informative and will provide detailed contact information, as well as how to negotiate both the military and non-military government agencies that have need for our products.

We have invited a high level government official to be our lunch speaker. At this time, a confirmation from the official's office is anticipated.

Also, a special rate at the hotel of \$125 per night has been allowed for anyone desiring a room; simply ask for the IMS Conference rate. The charge for the conference will be \$75.00 per person, payable in cash or personal or corporate check at the door. For anyone wishing to pay by corporate check prior to the event, you may do so—utilize contact information found at the bottom of this document. Last year's conference was a sell out and we had to turn away a number of people. If you are interested in attending this year's very informative event, register early by contacting:

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