

THE VENDORSCOPE

RANDOLPH-SHEPPARD VENDORS OF AMERICA



SUMMER, 2011 – VOLUME 43 – ISSUE # 3



BLIND BUSINESSMEN/WOMEN BUILDING A BETTER AMERICA



Purpose of the Randolph-Sheppard Vendors of America

The purpose of this national organization is to bring together blind persons engaged in the operation of vending facilities, and individuals and groups supporting the goals and objectives of this organization, its members, and the Randolph-Sheppard vending facility program, in order to;

- A: Provide a continuing forum for the expression of the views of licensed blind vendors, trainees, retired blind vendors, and blind employees participating in, or affected by, the Randolph-Sheppard vending facility program;**
- B: Protect the interests of blind persons engaged in the operation of vending facilities under the Randolph-Sheppard program;**
- C: Promote the expansion and improvement of the Randolph-Sheppard program and the economic benefits and employment opportunities for blind vendors throughout the United States; and**
- D: Assist in promoting the purposes of the American Council of the Blind through affiliation with that organization.**

Bequests

If you or a friend would like to remember the Randolph-Sheppard Vendors of America in your will, you can do so by employing the following language; “I give devise and bequeath unto the Randolph-Sheppard Vendors of America, a nonprofit charitable organization in the USA, the sum of \$--- (or ‘---’) to be used for its worthy purposes on behalf of blind persons.”

If your wishes are more complex, you may have your attorney communicate with the executive office for other suggested forms.

THE VENDORSCOPE

A PUBLICATION OF
THE RANDOLPH-SHEPPARD VENDORS OF AMERICA

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THE VENDORSCOPE provides a forum for issues of interest concerning the Business Enterprise Program for the Blind. Editorials, columns and articles appearing in this publication are the opinions of the author and do not necessarily reflect the position of RSVA's Board of Directors. Furthermore, editorials, columns and articles appearing in **THE VENDORSCOPE** do not constitute policies or recommendations of the organization unless otherwise stated. All submissions are welcome and will be considered for publication.

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THE PRESIDENT'S MESSAGE

By: Dan Sippl, RSVVA President

MOVING TOWARD OUR NEXT DIAMOND JUBILEE

As we concluded our annual convention in Reno, Nevada this past July, we said goodbye to the celebration of 75 years of the Randolph-Sheppard Act that allowed all of us to provide services to our civil servants across the country with the utmost in service excellence and dignity.

Looking back at our past 75 years at our recent annual convention and this past Sagebrush conference, it was very humbling and emotional for many of us as we remembered our friends who have left our ears, but remain in our thoughts. Those who have preceded us would be honored as we move forward and improve our program for the next 75 years as they did for us in the past.

We were proud and privileged, along with many from the Leadership of the American Council of the Blind, to honor our Past Presidents at our Awards Banquet with a tribute to their service.

As we move toward our next Diamond Jubilee, we are excited to research methodologies to expand our program in many ways to allow us to continue to make this program the measuring stick of success for all blind and visually impaired people.

We are presently diligently working with various agencies, especially the Department of Education. We recently met with White House staff and Rehabilitation Services Administration (RSA) staff to gain the support of the President in signing an Executive Order reaffirming the Randolph-Sheppard Act to provide us the opportunity to serve all civil servants and our soldiers for the next 75 years.

We are working diligently to find ways to pool our purchases to capture the best wholesale prices which will allow us to maximize our potential to serve our customers in these difficult economic times. We are also exploring ways to move into areas outside of the food and vending services. As always, these changes can only be accomplished with the support and efforts of all of us with cohesiveness and selflessness.

As we move toward our next Diamond Jubilee, please join me in welcoming our new RSVA Board members, who are so willing to commit themselves in these efforts. Welcome Eddie Turner, Filo Tu, Rick Petersen and Ron Eller, who moved up to First Vice-President. It goes without saying that we owe a big debt of gratitude for those who have served the RSVA Board with the greatest of dedication over the past 40 years of RSVA.



*Daniel Fry, RSA Program Specialist
Dan Sippl, RSVA President
Celebration Cake for 75th Anniversary of
The Randolph-Sheppard Act*

FROM THE DESK OF THE CHAIR

By: Ardis Bazyn, Publications Chair

First, I want to acknowledge Donnie Anderson for his leadership on the Publications Committee for the last year. He brought many innovative ideas forward especially relating to updating our website and online networking sites. Thank you, Donnie!

Since Dan appointed me to serve as chair of this committee, I've been thinking of ways we can better connect with each other both through this "Vendorscope Magazine" and on our website and online networking sites. I want to encourage each of you to lend a hand to RSVA in these efforts. Our organization is stronger when we work together to share information we know with other members.

Our Publications Committee would like to see articles sent from each affiliate sharing the happenings in your state or at your state conferences. We have an annual award for the best article sent in by an RSVA member who is not on the RSVA Board of Directors or the RSVA Publications Committee. This award entitles the winner a free flight, hotel, and conference registration to an upcoming conference.

I'd also like to invite you to make suggestions for improving our website: www.rsva.biz or www.randolph-sheppard.org. We try to keep it as updated as possible and are working on making some new changes to the "look" of the site.

Please keep those "FaceBook" and "LinkedIn" messages coming. We'd like to get you all connected. If you don't like to use the online sites, sign up for the RSVA-L email list. It is the easiest way to connect with others interested in R-S issues. There are links to all three on the RSVA website.

In this month's issue, you will be able to read some 2011 RSVA Convention highlights, both fun and business related. Read about this summer's award recipients and about our 75th Randolph-Sheppard Act Anniversary celebration. There are also articles covering state efforts on the Randolph-Sheppard front. The state related articles are enjoyed by most of our readers. The article on the "California Connection" highlights a new idea that is proving to be very successful for California vendors and I am sure you will find it very informative. As usual, we have our latest legislative update and committee reports from this summer, as well as some important announcements.

Please check the "George Arsnow Award" article and make sure your state nominates a new vendor to attend the upcoming 2012 Sagebrush Annual BEP Training Conference. "Save the date" for the 2012 conference as suggested in the Sagebrush conference article. RSVA has already begun to make plans for an even better conference next year.

Thank you to a Publications Committee that really works hard to complete each issue on time. If anyone is interested in serving on this committee, please give me or RSVA President, Dan Sippl a call. We're always interested in getting more volunteers to write articles that would interest our readers.

NOTE: The Publications Committee had some requests to enlarge the font size from 14 point to 16 point, since many people who are visually impaired need larger font to read print without other magnification. The publication had been in 14 point since it was the minimum allowed for "free matter" by the US Post Office. Most of the last issue was in this larger font. Please let us know if you like it.

* * *

Mark Twain once said, "To the world you may be but one person, but to one person you might just be the world!"

**CHECK OUT THE RSVA FACE BOOK ACCOUNT FOR
MEETING VENDORS AND DISCUSSING RSVA
ISSUES!**

* * *

OFFICE REPORT

By: Kim Venable, RSVA National Office

If anyone would like to include a memorial or their get well wishes in "The Vendorscope", please contact Kim Venable at 504-328-6373 or kim.venable@att.net. All of your much needed tax deductible donations can be sent to the RSVA National Office, 940 Parc Helene Drive, Marrero, LA 70072-2421. The Office Phone number is: 504-328-6373 and the fax number is: 504-328-6372. You can e-mail: kim.venable@att.net

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GET WELL WISHES FROM RSVA

***Patsy Carroll, Alabama
Ron Eller, North Carolina***

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IN MEMORIAM

It is with deep sorrow that we make the following announcements. We would like to extend our condolences to all of their families and friends. I can assure you that all who knew and loved them will sorely and deeply miss each and every one of them.

***Tom Cook, California
Frank Rompal, Jr., California
Nick Driscoll, Nevada
Mike Underhill, Texas***

Remember, RSVA is a 501(c)(3) non-profit organization and all donations are tax deductible.

**“SAVE THE DATES” - RSVA 2012 ANNUAL
SAGEBRUSH NATIONAL TRAINING CONFERENCE
ANNOUNCEMENT!**

RSVA is making plans for the 2012 Annual Sagebrush National BEP Training Conference. The hotel has confirmed the following dates for the RSVA Training Conference at its special rate: February 11th to the 18th, 2012, (Saturday to Saturday) so you can begin to make your plans.

The conference dates will be from Monday, February 13 through Friday, February 17, 2012. Make your reservations at the Golden Nugget Hotel and Casino in Downtown Las Vegas. The address is 129 East Fremont Street, Las Vegas, NV 89101.

Room reservations must be made directly with the hotel. You may call: (800) 634-3454. Please inform the reservationist it is listed as “RSVA Sagebrush Conf 2012” or Code: 1d509w. Stay tuned for the latest updates on the conference at the RSVA website, www.rsva.biz as well as in the next issue of the Vendorscope!

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**SPEND VALENTINES DAY IN LAS VEGAS
FEBRUARY 14, 2012**

**ENJOYING THE 31ST ANNUAL SAGEBRUSH
NATIONAL TRAINING CONFERENCE**

Make your reservations NOW!

LEGISLATIVE NEWS

By: Ron Eller, Legislative Chair

The RSVA Legislative Committee, along with Dan Sippl and Robert Humphreys, Esq., has been working to increase the viability of the Randolph-Sheppard Program. Your Legislative Committee is continually monitoring activities and responding to appropriate legislative contacts on important issues that come to their attention which affect our program.

RSVA's priorities are addressed, especially as recently, when concerns were expressed about the Surface Transportation Reauthorization Act as it pertains to the livelihood of so many blind and visually impaired business people and their families. The Surface Transportation Reauthorization Act has been undergoing hearings in both Congressional houses. Congressman Mica from Florida has been holding hearings on the House side and Senator Barbara Boxer has been holding hearings on the Senate Side.

Many vendors have been closely watching the Hearings to see if anything will affect the Kenelly Amendment which protects the rights of blind vendors in rest areas throughout the nation. Senator Boxer has indicated her support for blind vendor rights in the rest areas, and Senator Mark Kirk of Illinois has not noted any commercialization requests at this time. Following a Roadside Rest Area Panel discussion at the annual convention in July, it was concluded that vendors will have to remain vigilant in watching this proposed legislation, as it travels through the committees.

Future legislation possibly affecting BEP facilities could be whether the Americans for Disabilities Act regulations will have any impact on the vending industry. Machines will be redesigned to meet those new regulations and SLAs and vendor/managers will need to comply with those regulations when purchasing new machines.

Also, the deadline for energy compliance testing for bottled or canned beverage vending machines has been extended to August 31, 2012. All manufacturers of these machines must bring their designs into compliance by this date.

We continue to work with White House staff and the Rehabilitation Services Administration (RSA) to have the President sign an Executive Order for all Federal Agencies to recognize and prioritize the Randolph Sheppard Act. We are also diligently working with agencies to establish standards and guidelines when working with third party contractors, such as our teaming partners in our military dining contracts.

Most BEP facilities have been affected by local county and state legislation regarding “Healthy Choice” vending and food service requirements. There have been many local regulations passed for the benefit of the nations school districts, and those regulations are now trickling over to BEP government vending and facilities.

In California, AB 727, which would have required 100% healthy choice vending in all government facilities by 2016 (and 50% by 2014), was defeated this past week, due to the excessive state costs projections necessary to enforce this legislation. This legislation would have affected the cafeterias and snack bars as well as the government facilities. The BEP vendors attended the hearings and voiced their concerns as to how this legislation could affect their sales and resultant decline in income, as state employees would just walk across the street to the local “mom and pop” to purchase their Snicker bars and other products.

Please keep the RSVA Legislative Committee informed of any concerns you have for legislation either on your state level or the national level. It is important to garner support for your issues and the legislative Committee is there to help. Please check out the announcement for the ACB Legislative Seminar in Washington, D.C. in February 2012, following this article. RSVA vendors are always welcome to attend, as it is important to meet with your legislators concerning issues impacting us.

ACB LEGISLATIVE SEMINAR ANNOUNCEMENT

By: Vendorscope Editorial Staff

It is not too early to begin planning to attend the midyear Legislative Seminar meetings in February 2012. If you make your plans now, you will have one less thing to do when the holiday activities begin later in the year.

Once again, ACB is planning to have a weekend full of programs that you won't want to miss! Attend with your State Councils or as part of the RSVA affiliate, or register to attend individual events.

The meetings will be taking place at the Holiday Inn National Airport in Arlington, VA, as in the past few years. Room rates at the hotel are \$119 per night plus tax, and reservations can be made by calling 1-800-HOLIDay, (800 465-4329). Be sure to note the group ACB code as:

ACB&hotelCode=WASDC&_PMID=99801505.

The room rates are available beginning on February 23, and will apply through the 29th.

Here are the dates: The ACB Board meeting will be held on Friday, February 24, 2012. The Affiliate Presidents' Meeting will be on Saturday, February 25 and Sunday February 26. The Legislative Seminar will begin in the afternoon of February 26, continue through Monday, February 27, and conclude on Tuesday, February 28 with visits to Congressional offices by participants.

ACB will have a registration process available shortly for the events themselves, but in the meantime, feel free to reserve your rooms at the Holiday Inn National Airport, and mark your calendars so you won't miss the 2012 ACB midyear programs!

**CELEBRATING “75 YEARS OF RANDOLPH-SHEPPARD EXCELLENCE”
THE RSVA ANNUAL CONFERENCE**

By: David Hanlon, RSVA Board Member

The theme for the RSVA Annual Conference in July 2011 was Celebrating “75 Years of Randolph-Sheppard Excellence”. As you may know, the convention was held in Reno in conjunction with the Annual ACB Convention and again attendance records were set.

The conference began on Sunday, July 10th with a welcome from our RSVA President, Dan Sippl (WI). Following Dan’s cordial welcome, there was an introduction of attendees from the various affiliate states. Alabama, California, Georgia, Hawaii, Illinois, Louisiana, Nevada, North Carolina, Ohio, Oregon, Oklahoma, Florida, Texas, Maryland, Colorado, and Wisconsin all had vendors present on the first morning for the introductions.

First up on the agenda was a national roadside rest area panel, led by panel moderator, Roy Harmon, from California. Participants included Ron Eller, North Carolina, who stated that as Legislative Chair for RSVA, he could unequivocally state that Congressman Mica from Florida had not found any support for the proposed commercialization of rest areas in the *Reauthorization of the Surface Transportation Act* presently winding its way through committees. He also stated Senator Richard Byrd had not given any support for commercialization.

Charlie Glaser, Georgia, also a roadside rest vendor, commented that in Georgia, although there had been some support for commercialization by State legislators, on the national scene there was no support from Georgia congressional members.

John Gordon, Illinois, stated he had been meeting with Senator Mark Kirk, who had been working on the *Private-Public Privatization Act*.

RSVA had drafted some language to be included in his Bill, so as to not affect roadside rest areas and Senator Kirk had shown much support on this effort.

Dan Sippl, Wisconsin, also a wayside vendor, indicated that there had been apparently a filing for bankruptcy for a large Oasis in Illinois, which was not a good sign for a proposed Oasis in Wisconsin. He stated there has been ongoing vigilance for monitoring Oasis proposals in Wisconsin.

Roy Harmon, California, indicated he had met with Senator Boxer's office in California, as she is Chair of the Senate Transportation Committee, and she has stated she will definitely not support commercialization of rest areas, as she is very familiar with Randolph-Sheppard vendors and intends to fully support their efforts. It was determined by everyone present that vendors will have to remain vigilant as the Reauthorization Bill winds its way through the committees.

Sue Melrose, an instructor for the Hadley School for the Blind, then introduced the new online program for entrepreneurs. She discussed the various courses or modules that are being offered, beginning in September, and how there are no prerequisites for this new program. Everyone can explore the program offerings at www.hadley.edu, as well as sign up for the courses.

The new proposed constitution was introduced by Ardis Bazyn. Kim read the completely revised Constitution and Bylaws. Amendments would be read at the business meeting on Monday, where discussion would take place. The NABS Scholarship Winners' Luncheon was also attended by several RSVA members.

Following the NABS luncheon, Daniel Frye, J.D., Management and Program Specialist for the Randolph-Sheppard Programs, Rehabilitation Services Administration in Washington, D.C. gave a presentation to the attendees. Dan extended greetings from RSA Commissioner Lynnae Ruttledge.

Dan stated the Randolph-Sheppard Program has been plagued lately with many issues, but the real solutions lie solely with those who operate the program, the vendors. Dan issued a “Call to Arms” to the vendors to seriously face the challenges that the program faces.

Dan stated one of the largest challenges for Randolph-Sheppard is in the arena of DOD issues, and although there are fewer vendors in the R-S program who serve on DOD facilities, a disproportionate number of grievances and complaints involves DOD facilities. To address those challenges, RSA and Dan have arranged to hold a nationwide small group training session on learning what the laws really say about R-S priority for DOD locations. Michael Hooks, BEP Administrator from Texas, Terry Smith, representing R-S for NCSAB, and representatives from the two national consumer groups will create the forum for these discussions.

Dan also stated there have been concerns raised for greater standardized consistency of R-S rules for both the SLA’s and vendors alike, and he would like to facilitate some webinars for SLA’s and consumers on how the Act operates. This should remove some of the concerns that people have.

Dan also talked about introducing a “mediation” system through RSA, for instituting before Federal Arbitrations are filed. Once the Federal Arbitration is filed, RSA will not be able to promote mediation, but if you have passed through the Evidentiary Hearing at the State level, he is hoping RSA can introduce the mediation system prior to filing for Federal Arbitrations. Dan requested we all stay tuned for more from RSA about this possible change for avoiding long term litigation.

Dan indicated two states have not completed their RSA-15 reports for 2010, so he is not able to share at this time the aggregate numbers but he stated that the average earnings for vendors appears to be rising again.

The earnings will again be over \$51,000 for vendors throughout the nation, again showing the vendors are able to attain a living and sustainable wage. Dan stated that RSA wants to change the goals and make R-S a new opportunity. RSA wants to make the R-S Program appeal to younger members. It wants the R-S Program to expand the challenges in terms of what vendors can sell in order to expand the customer base. It wants to “polish” the R-S Program for the next generation of blind vendors entering into the Program. RSA will be looking to consumers for help in achieving this goal.

Dan thanked RSVA for taking the role of trumpeting the Celebration of the 75th Anniversary of the Randolph-Sheppard Act. He reminded the attendees that President Roosevelt signed the Act into law on June 20, 1936, and we must be ever thankful for the establishment of our program from that historical moment.

The remaining program on this date included Networking Opportunities for Vendors, National Buying Program Updates, a Technology Discussion on the iPad, iPhone, and the Intel Reader, etc. There was also a lively panel discussion of “What’s Happening in the BEP?” with input from attendees across the nation.

On Monday, the 75th Anniversary Celebration continued with the awards luncheon during which time RSVA reviewed and honored past RSVA Presidents. The first RSVA President was John Thomas from Kansas, who served from 1968-1970. Following John Thomas, was Wally Menning from Oregon, who served from 1970-1974. Wally could not be present at the luncheon but sent a statement which was read.

Homer Steele from Illinois was the next President and served from 1974-1978. Homer has passed on. Lone Miller, California, served from 1978-1982 and she has also passed on. From 1982-1986 Paul Verner, Florida, served and he has since passed on.

From 1986-1988, George Abbott, Maryland, served, and he was an honored guest at the luncheon where he gave a short synopsis of his office term. In September 2011, George will celebrate 50 years as a vendor. His present location is Andrews Air Force Base.

From 1988-1994, Gene Heisler, Texas, served. Gene was the only president to serve three terms. Gene has passed on, but his wife, Opal, spoke to the attendees about Gene's service. From 1994-1998, Raymond Washburn, Oklahoma, served. Raymond and his lovely wife, MaryLou, attended the luncheon. From 1998-2002, Terry Camardelle, Louisiana, served. Terry attended the luncheon with his lovely wife, Bonnie, and also gave a brief talk about his presidency terms. Following Terry Camardelle, Richard Bird, Ohio, served as president from 2002-2006. Richard gave a brief synopsis of his presidency terms as well.

Charlie Glaser, Georgia, served from 2006-2010, and reminded attendees that his predecessors created the strengths for RSVA and this was a truly historical moment with so many previous presidents in the same room. Finally, Dan Sippl, Wisconsin, who is presently serving his first term, thanked the presidential participants. It was a lively and informative "history in the making" luncheon and the attendees were very interested in the informative stories presented.

The RSVA, *Randolph-Sheppard Vendor of the Year Award*, along with the *Jennings-Randolph Award*, and the *Don Cameron Advocacy Award* were also presented at the luncheon. Please see another article in this issue for the highlights of those awards.

Kim Charlson, ACB First Vice-President, MA, was the luncheon keynote speaker. As Chair of the Regional Library Services in Massachusetts, etc., Kim was very informative about ACB Braille issues and Braille literacy. She discussed ACB promotions and ongoing issues with audio descriptions, legislation, etc.

ACB members will be seeing results from the many issues ACB has been advocating and it was exciting to hear about our continuing drives for success. Following the luncheon, RSVA held its annual Business Meeting. Issues were presented and votes were taken, and some Board member elections were held as well. Rick Petersen, Oklahoma, and Filo Tu, Hawaii were elected. Terry Carmardelle, Louisiana, was re-elected as Treasurer, and Ron Eller, North Carolina, was elected as First Vice-President. Congratulations to the RSVA Board! That evening, the Annual Auction and Karaoke Night followed with everyone having a great time supporting these RSVA functions!

The following day, the *Annual Affiliates President's Luncheon and Board Meeting* was held. The celebration of the 75th Anniversary continued with more open forum dialogue concerning the anticipated national buyers programs, anticipated increased membership bases, etc. It was a great opportunity to for everyone to network again.



The RSVA Past Presidents and wives at the RSVA Annual Luncheon, left to right: Terry Camardelle, LA, Dan Sippl, WI, Richard Bird, OH, Opal Heisler, TX, Charlie Glaser, GA, Kim Venable, LA, Robert Abbott, MD, Ray Washburn, OK, Mary Lou Washburn, OK, Robert Humphries, HI

RSVA 2011 AWARD WINNERS

By: Vendorscope Editorial Staff

Each year, RSVA acknowledges its appreciation to a few select people for their dedication to the preservation and growth of the Randolph-Sheppard Program throughout the United States. The people selected to receive recognition for their outstanding service are nominated by other members. The three members chosen by the RSVA Awards Committee this year deserve such recognition. The RSVA award listed precedes this year's awardees' biography.

The "**Jennings Randolph Service Award**" is presented to someone outside of the Randolph-Sheppard Program who has given his or her time and energy to Randolph-Sheppard Vendors of America and for his or her service to blind vendors, but is not a current active vendor. This year's "Jennings Randolph Service Award" was presented to *MARY LOU WASHBURN*.

Mary Lou is the only child of visually impaired parents, who taught her at a very early age to help others and treat everyone the same, regardless of who they may be. The love in her upbringing prepared her to be a loving parent to her two children and three grandchildren. Mary Lou has been active in several organizations. She served as secretary of the Randolph-Sheppard Vendors of America for many years, using her vacation time and often her own money to attend the annual conventions and meetings. She has been a driver and volunteers for some of the local Oklahoma City organizations for the blind and still helps and/or drives for anyone who might need her.

Mary Lou has been an Elvis fan since 1956 and is a member of several Elvis clubs who have awarded her with various recognition awards over the years for her dedication and help. She currently serves as editor of one of the local clubs. She continues to help her fellow club members with many fund-raising activities with all monies going to needy charities.

She recently was nominated by a friend for the “Consumer Vision Magazine Humanitarian of the Year Award” for outstanding community service for 2010, and was selected for this Award. She has accompanied her husband, Raymond, a Past President of RSVA, on all his travels to various meetings nationally and locally. They currently reside in Oklahoma City, OK. Congratulations Mary Lou as the recipient of this year’s RSVA “**Jennings Randolph Service Award**”!

The "**Don Cameron Advocacy Award**" is presented in memory of Don Cameron for his many years of service for blind vendors, especially in the areas of communication and legislation. The winner must be or have been a member of RSVA for at least five years, must have been a blind vendor for at least twenty years, and must have been seeking to improve the goals of RSVA as well as promoting blind awareness in his/her community, state, and nation.

This year’s "**Don Cameron Advocacy Award**" was given to *CHARLES GLASER*, who served as President of Randolph-Sheppard Vendors of America from 2006 to 2010.

Charlie has over 33 years in the Randolph-Sheppard Program, coming into the Program in 1970, leaving in 1992, and coming back in 2000. He has a long history of service at the state level of the Randolph-Sheppard Program, chaired many committees and served as vice-chairman of his state’s elected committee for four years. He also served as president of a local chapter and nationally, served as Assistant Convention Coordinator for the American Council of the Blind.

Charlie is a past member of the Board of Directors and Convention Coordinator for the *Council of Citizens with Low Vision International*. His goals have been to preserve and enhance the Randolph-Sheppard priority for blind entrepreneurs and to improve the quality of life for the blind population. Congratulations Charlie as the recipient of this year’s “**Don Cameron Advocacy Award**”!

The “**RSVA Vendor of the Year Award**” is presented to an RSVA member who has been an active member for at least five years and has given his or her time and energy to Randolph-Sheppard Vendors of America and for service to blind vendors. This year’s “**Vendor of the Year Award**” was given to *FILO TU*.

Filo is a Godsend to the blind of Hawaii. He routinely spends personal resources, as well as much time lobbying in his state’s Legislature. Filo also frequently works with lobbying Hawaii’s Congressional delegation, listening to the concerns of the little blind person, and educating the public about positive attitudes about blindness and blind people.

Filo has an unusual charisma which wins people to his side. He is very unselfish, and possesses a strong aloha for the blind person, who is in need of his help.

In addition to his many talents as a Randolph-Sheppard vendor, Filo has been the Chairman of the Sagebrush Conference Committees for the past several years and has worked tirelessly in improving and providing successful conferences for both vendor/managers, as well as SLA administrators. The recent increases in attendance at these conferences are a direct result of Filo’s leadership skills and dedication to our training conferences.

Filo’s working history includes operating the state’s Unemployment Building facility for many years before moving to the Honolulu International Airport newsstand concession as President and CEO of Blind Vendors Ohana, Inc. His greatest strength as a vendor is his positive relationships with his many customers. His charismatic quality is used daily to effectively work with his managerial staff at the airport and solve complex problems for the benefit of his 85 employees.

All of the above paints a tremendous picture of RSVA’s 2011 “**Vendor of the Year Award**” recipient. Congratulations Filo on your many superior accomplishments!

RSVA CONSTITUTION-BYLAWS CHANGES ADOPTED

By: Ardis Bazyn, Constitutions and Bylaws Chair

The following paragraphs contain the changes made to the *Constitution and Bylaws* document circulated in the last issue of the "Vendorscope". These changes were passed either by consensus or majority vote at the membership business meeting at the July convention in Reno, Nevada.

One change was to add the word "not" in the provision: Article III, Section 4,C. It now reads: "A Life Member in the President's Council is not responsible for paying the established dues to RSVA."

The next two changes were in Article IV, Section 4. They were to change the amount of members for a roll call vote to ten percent instead of ten persons and to change the 2/3 vote to a majority vote.

The new language is: "*A member may request a Roll Call vote on any matter of RSVA business after a vote on that business has been conducted, by introducing a motion that a Roll Call vote be conducted. The motion calling for a roll call vote may only be voted on if supported by ten percent of the members present, standing with the maker of the motion and, if voted on, a majority vote is required for adoption.*"

The next change was in Article V. The following section was deleted: "*Section 4. INACTIVE STATUS: A member may be granted inactive status by a majority vote of the Board of Directors upon submission of satisfactory evidence to the Board that such status is warranted. Such status, if granted, relieves the member from paying dues during the inactive period along with forfeiture of all rights of membership.*"

Reinstatement of all rights of membership requires that all past dues be paid along with any current dues owed. Past dues may be waived if extenuating circumstances can be established by the member and approved by majority vote of the Board of Directors.”

The following changes were made in Article VI, Section 4, B. 2. The first was to add “President” to the phrase about the Treasurer being bonded. Another one was to add “(other than normal operations)” before the phrase “only at the direction of the President or the Board of Directors”. Another was to add the sentence “The President can approve expenditures up to \$1000 between board meetings.”

Another change was to add “The Treasurer must purchase board liability insurance”. Under the term, “The CPA shall prepare the Treasurer’s report at the end of each calendar quarter which the Treasurer shall distribute to the Board of Directors of Randolph-Sheppard Vendors of America.”, the following two statements were added: “This should include an income statement showing the difference between the budget and actual expenses and receipts.” And “The Treasurer should provide a Treasurer’s report at each regular board meeting that includes the beginning balance and ending balance for each checking account”.

The new language in this section is: “2. The Treasurer shall maintain a roll of members in good standing and shall present a financial report at each regular meeting of the membership. The President and Treasurer shall be bonded in an amount established by the Board of Directors. The Treasurer shall disburse, withdraw, and invest funds of the organization (other than normal operations) only at the direction of the President or the Board of Directors. The president can approve expenditures up to \$1000 between board meetings. For the purposes of accounting for the finances of the organization, the fiscal year shall be January 1 through December 31.

The Treasurer shall furnish to the Certified Public Accountant the monthly bank statement for each bank account of RSVA. The CPA shall reconcile such bank statement. The CPA shall prepare the Treasurer's report at the end of each calendar quarter which the treasurer shall distribute to the Board of Directors of Randolph-Sheppard Vendors of America. This should include an income statement showing the difference between the budget and actual expenses and receipts. The Treasurer should provide a Treasurer's report at each regular board meeting that includes the beginning balance and ending balance for each checking account.

The Financial Review Committee shall conduct a review of the Tax Return and financial reports of the organization each year at the time of the mid-year meeting. Any affiliate using RSVA's Group Tax Exemption Letter shall furnish to the RSVA treasurer annually a copy of its 990, if any, or its financial statement. In addition, all affiliates shall furnish to the treasurer annually a list of Officers and Board of Directors and a copy of their Constitution and Bylaws.

* * *

GO GREEN!

***SIGN UP FOR THE ELECTRONIC
TEXT OR LARGE PRINT
EDITIONS OF THE VENDORSCOPE.***

***CONTACT THE NATIONAL OFFICE!
504-328-6373***

R-S Act Anniversary Resolution Passed

By: Ardis Bazyn, RSVA Resolutions Chair

At the RSVA convention in July, a resolution was passed at the business meeting to acknowledge the anniversary of the Randolph-Sheppard Act and the importance of this act and advocating against any changes that would diminish the program. It was recommended that copies of this resolution be sent to NABM and NCSAB, as well as legislators. RSVA sent this resolution to ACB and they passed a similar resolution at RSVA's request. See resolutions below.

Resolution 11-1:

Whereas, U.S. Representative Jennings Randolph and Senator Morris Sheppard created and sponsored the Randolph-Sheppard Act which was passed by the United States Congress on June 20, 1936; and,

Whereas, the Randolph-Sheppard Act has provided the priority for blind and visually impaired persons to manage vending stands and later food service facilities in federal buildings; and,

Whereas, the Randolph-Sheppard Program has been the largest employment program for blind and visually impaired persons throughout the country; and,

Whereas, 2011 is the 75th anniversary of the Randolph-Sheppard Act and this program continues to be a viable employment option:

Therefore, be it resolved on this 11th day of July 2011 at the John Ascuaga Nugget Hotel Resort Casino in Sparks, NV, that the Randolph Sheppard Vendors of America (RSVA) affirms the significance of the Randolph-Sheppard Act; and

Be it further resolved, that RSVA will continue to fight for the complete fulfillment intended by this Act; and,

Be it further resolved, that RSVA request the continuation of the ongoing support of the American Council of the Blind for the Randolph-Sheppard Program.

* * *

**A TRUE RANDOLPH-SHEPPARD STATESMAN...
HIGHLIGHTING THE LIFE OF WARREN M.
TOYAMA, RSVA 2nd VICE-PRESIDENT**

By: Cindy Carruthers, RSVA Staff

Warren M. Toyama was born in 1936 in Kohala on the Big Island of Hawaii, in the small community of Hawi. He was blessed to be the second to the youngest of nine children; he has four brothers and four sisters.

After attending elementary school for a few years, he was forced by State law to attend the Territorial School for the Deaf and Blind on Oahu, at the tender age of eight. There he learned many skills, most notably reading and writing in Braille. He then attended the Kawanakoa Intermediate School, and went on to McKinley High School for one semester. Eventually, Warren graduated from Kohala High School, and continued on to the University of Hawaii. In 1959 he received his Bachelor of Arts degree in Sociology.

Warren attempted to work during his high school years at jobs like removing weeds in sugar cane fields, but got fired for cutting more sugar cane than weeds.

Upon graduating from college, this ambitious scholar began working for Field Enterprises Educational Corporation, publishers of the World Book Encyclopedia, where he soon rose to the position of District Sales Manager. In 1962, he became part of a corporation of ten blind stockholders who successfully won the bid to operate the Honolulu International Airport newsstand concession. During its eight years in business, Warren served as the president and general manager.

In 1971, he purchased and operated a cocktail lounge, and in 1982 he entered the Blind Vending Facility program. In 1985, Warren was the recipient of the Eva H. Smyth Award. This coveted award is presented by the Hawaii Association of the Blind to an individual who has made distinguished contributions to the welfare and well-being of the blind people of Hawaii. In 1986, the Hawaii Blind Vendors Association presented Warren Toyama with their very first Blind Vendor of the Year Award.

Warren Toyama has always been involved in helping others. In his early twenties, he taught Sunday school classes, and he headed the junior high level Christian Endeavor program at his church. He also helped organize bowling leagues for the blind, and later helped form a bowling club for the blind.

The Hawaii Association of the Blind was the brainchild of Warren Toyama; his ideas and efforts brought it into being. He was its first president, and has been its most dedicated member as well as an important leader.

This intelligent, ambitious and hard-working man has been available at all times of the day or night to assist blind individuals with their problems. He has put his personal reputation and job security on the line many times in order to further the cause of the blind in Hawaii.

Warren married his lovely wife Julia in 1968 and they have one daughter and one twelve year old granddaughter. Warren is also very musically inclined. He plays the flute and the ukulele. The basic philosophy that drives this leader of the blind is that blind people ought to have equal access and equal opportunity to succeed in life with the sighted. No man-made barriers, such as discrimination, prejudice, custodialism, or overprotection, should thwart a blind person's quest for happiness in our society.

RSVA is proud to have this "Statesman" serve as the 2nd Vice-President, and to know that this "Statesman" will always be at its beckon call for support and encouragement.

The 2011 RSVA Vendor of the Year, Filo Tu, recently stated he will always be grateful to Warren Toyama for mentoring him in all facets of life. Thank you Warren for your many wonderful years of service to the blind!

* * *

THE ALABAMA SUCCESS STORY

By: Darryl McCaul, Business Specialist, Alabama BEP

In 1946, the Alabama Department of Rehabilitation Services was established as the State Licensing Agency (SLA) for the Randolph-Sheppard Vending Stand Act with the mission to *“enable qualified blind individuals to achieve independence through self-employment.”*

Currently, the Alabama BEP operates more than 110 small business facilities, employing over 400 Alabamians in a diverse range of retail businesses including snack bars, delicatessens, vending machine facilities, commissaries, cafeterias, and military dining halls.

FORMULA FOR SUCCESS

Alabama’s formula for success is based on aggressive site recruiting, comprehensive managerial and technical support and a close relationship with our training partners at the Alabama Institute for the Deaf and Blind in Talladega, Alabama.

Each Alabama BEP vendor completes a six-month training course, hands-on field training, and Serv-Safe certification through a curriculum certified by the State Department of Education. Our vendors then enter their professions fully prepared to proffer quality, personalized service and first quality products via state-of-the-art equipment in custom designed facilities.

The state licensing agency provides 12 Area Representatives who work daily to improve BEP facilities and enhance vendor earnings.

These Area Representatives aggressively pursue new sites and completed 99 financial feasibility site surveys for FY 2010, resulting in 40 new locations with 14 decisions pending.

Estimated total sales generated by these new locations are over \$330,000 and we believe the acquisition rate of 40% to be a healthy return on invested funds and energy.

In addition to the tireless efforts of our Representatives, our vendors are also constantly recruiting potential add-on locations for their permanent facilities. Through our BEP General Rules, vendors may seek and acquire new business in qualifying private sectors. Let's face it; the market is as competitive now as it has ever been so having a statewide corps of determined salespeople is a valuable asset.

BUMPS IN THE ROAD? Call in the Bulldozers!

We have experienced enormous success in exercising our right to direct negotiations, relative to acquiring Federal military dining hall contracts. Federal properties house over 40 businesses including military dining halls at Maxwell Air Force Base in Montgomery, Redstone Arsenal in Huntsville, Fort McClellan in Anniston, The FEMA/Center for Domestic Preparedness in Anniston, Fort Rucker in Daleville, and the Coast Guard Aviation Training Command in Mobile.

Occasionally, however, we find that some Federal entities are not as cooperative as we would like. That is when we unleash our secret weapon, Mr. Charlie Carroll! One case in point: Our most recent applications to the Veteran's Administration have been met with resistance. Does their fancy letter denying our right to establish a vending facility on their Federal property deter us from further pursuit? Absolutely not!

The Alabama Department of Rehabilitation Services will continue to persevere in this matter as we do all matters for the blind and visually impaired.

Mr. Carroll, as Elected Committee Chairman, will lead this charge as we insist that there is a place for us on qualifying VA properties.

Perseverance, assertiveness and self-confidence in our program are what allow us to continually experience full employment in Alabama. It has nothing to do with arrogance or pride, rather a consistent “can-do” attitude, spirit of cooperation, and respect for active participation that keeps Alabama’s Business Enterprise Program vibrant and robust...even in a droopy (at best!) economy.

For the purposes of expansion on the above information from Darryl McCaul, Charlie Carroll was extremely helpful in providing the following facts:

1. Alabama operates vending in both Federal prisons. They offer table service with light snacks during visitation at Maxwell. They do set their own pricing.
2. Alabama has presently 21 roadside locations with typical snack and drink machines. BEP Managers store their inventory in their personal storage area (warehouse); there is not storage on-site.
3. There are 4 cafeterias and 15 snack bar locations, plus 5 locations in private businesses.
4. The average wage according to the RSA-15 is approximately \$27,500, although per Charlie this average is way off because of the military base locations.
5. The average manager age is about 55+.
6. Six facilities have utilized teaming partners.

Also, Charlie says RSVA has 80% membership of Alabama vendors. Thank you Charlie Carroll and Darryl McCaul for a great report on the great state of Alabama!

THE CALIFORNIA CONNECTION.....

By: Roy Harmon, Roadside Rest Area Chair

California is a very large state. In fact, it is larger than most countries. In physical size, California is the third largest state in the nation, ranked behind Alaska (#1) and Texas (#2). According to the 2010 U.S. Census, California is the most populous state with a population of 37,253,956. Texas (#2) and New York (#3) are considerably behind in the population numbers.

The Business Enterprises Program in California presently has approximately 112 vendors, and these busy vendors are spread throughout the state. Needless to say, communication amongst most of the vendors had been poor and disjointed, as opportunities to discuss vendor issues usually occurred only at the California Vendor Policy Committee meetings or its subcommittee meetings. Vendors who were classmates would possibly talk, but many vendors felt there seemed to be a very poor “line of communication”.

After a few years of discussion amongst a few vendors, it was decided that we needed to develop better “lines of communication” for the vendors. Because of the physical size of California, the subcommittees had been “teleconferencing” their meetings through a multi-party line provided by the Department and the meetings were usually successful, but only involved usually the subcommittee members.

As a rest area vendor, I had suggested at a policy committee meeting that rest area vendors should consider becoming an ad hoc subcommittee and meet once a month via teleconference to discuss issues in common with rest area vendors. A few months later, two of our prison vendors decided to try to create twice a month teleconference meetings to discuss issues in common with prison vendors. Thus, we experienced the birth of the “California Focus Groups”. During the first call of the prison vendors, approximately 12 prison vendors participated in a lively discussion of “common issues”.

But in addition to the prison vendors, several other vendors who had snack bars, cafeterias, or even rest areas also participated. Issues that were discussed were pricing, vending in the visiting areas, types of machines vendors have and new types of machines being ordered, etc.

Other topics that have been discussed in subsequent meetings have been “cashless vending”, healthy choice vending products, debit cards for machines and transaction fees, machine repairs and service calls, branded vending, and beverage varieties, etc. Refund policies at various prisons have also been discussed at length, as well as “lock downs” and holiday schedules.

After two teleconference “Prison Focus Group” meetings, rest area vendors started scheduling their once a month meetings, inviting rest area vendors, as well as other vendors from vending routes, snack bars, cafeterias, etc. The rest area vendors have done a review of their rest areas, and what types of machines are being used, types of products sold, etc. Warehousing and on site storage areas have been discussed as well. Most of the subjects discussed with the prison vendors have also been discussed in the Rest Area calls.

Soon after the “Rest Area Focus Group” meetings were established, the cafeteria and post office vendors established their focus group meetings as well. Cafeteria vendors have discussed subjects such as prices, menus, menu boards, catering, recipes, debit and credit card sales, promotions, employee issues, safety programs, and equipment repair and replacement, as well as food trends.

The Post Office and Snack Bar Focus Group meetings have centered on USPS issues, declines in building population, vending in the USPS, cafeteria menus, and snack bar products for sale. Again, the same subjects discussed with all the vending groups are being discussed within this focus group as well. The original purpose of these focus group meetings was to offer a sharing of information for consistency in our program at the various facilities.

But, there have been other attainable results as well, and I would like to suggest that other states consider instituting these focus group calls. The calls have enabled the vendors to share an educational format that had never been available to them previously. Vendors are able to share “real life” experiences within their businesses, such as discovering the use of debit and credit cards for payment can increase sales for cafeterias, as well as vending. They are able to share information about which companies offer the cheapest transaction fees, and where to purchase the card equipment.

Vendors have shared their profitable product lines for vending and on site sales for cafeterias and snack bars, such as what manufacturer produces the best chicken wing line for vending, what burrito is the highest seller, what “Big Az” cheeseburger is the most popular, and even what manufacturer produces the best “Breakfast Jack”.

Another unexpected result coming from the Focus Group calls, is simply that a cafeteria vendor can get educated about roadside rest vending by simply listening in on the calls. Thus, when a roadside rest facility becomes available, that vendor will have gleaned information about roadside rest areas and will be more knowledgeable about those types of facilities. In other words, if a vendor wants to learn about the various types of facilities and how they operate in “real life”, the focus group calls can provide that.

All of the Focus Group calls are held from 5:00 p.m. to 6:30 p.m., thus enabling any vendor to attend after their own facility has closed. The dates and times for the Focus Group Calls are posted on our website, with the information on how to obtain the number and code for attending the meeting.

More importantly, the Focus Group calls are an opportunity for the vendors to hold personal discussions with each other about their own management skills, without any Department personnel. Problems are freely shared and solutions are discussed.

And probably the most important outcome of these teleconference meetings are that vendors are helping each other and secondarily making the BEP program in California stronger because our purposes are shared in the California Connection!

* * *

WHAT'S NEW?

By: Ardis Bazyn, RSVA Board Secretary

(To submit items for this column, please send information to Ardis Bazyn, email: abazyn@bazyncommunications.com. Note that the appearance of items in this column does not imply any endorsement by the RSVA Board or the Publications Committee.)

ASSISTIVE TECHNOLOGY

Assistive Tech Training for Screen Reader Users

Keith Bundy, MS from South Dakota is starting a new business. This business is being designed with the trainee in mind. If you think you would be interested in receiving training by phone or via the Internet, please complete the survey at:

<http://www.surveymonkey.com/s/3SHQ9GY>

TV Speak

Code Factory has released its new software application, TV Speak, expanding from small to big screen accessibility. TV Speak is an application to be installed on a computer equipped to receive a digital television signal.

Through speech output and magnification, TV Speak allows people who are blind or have low vision to use the most common functionality of digital terrestrial television in a fully accessible way. With TV Speak, people who are blind or have low vision can: access the Electronic Program Guide (EPG); while watching TV, consult information about the current or next program;

select audio channels to choose one providing an audio description; schedule and record programs (image + audio or audio only) based on the EPG information; tune and order television and radio channels; configure both television and TV Speak parameters; enable parental control settings; execute basic TV operations such as change channel, adjust volume, etc.

To use TV Speak you need a computer running Windows (Windows 7, Vista or XP), a TV tuner card and a TV antenna cable adapted for digital terrestrial television (either portable or one that plugs into a TV socket). The tuner will make the connection between your computer and the TV antenna. One side of the tuner has a USB port to plug into your computer and the other side has a plug to connect to the antenna. In other words, the TV antenna cable is connected to the TV tuner, which in turn is connected to the PC via a USB port.

In this way you can watch TV through your computer and you don't actually need to use your television screen. However if you wish you can direct the audio and video output of TV Speak to your TV monitor and use a wireless keyboard to control the TV.

TV Speak is a product that Code Factory has been developing in partnership with ONCE, the Spanish national association for the blind. When you install TV Speak for the first time, it will automatically work for 30 days for free. Once the demo expires, you will be asked for a license number.

To purchase TV Speak in the US, please contact HandyTech North America by email at info@handytech.us or by phone at 651-636-5184. You can also visit the HandyTech North America webpage at <http://www.handytech.us/>. For questions about TV Speak, feel free to send an email to info@handytech.us.

ACCESSING BOOKS AND PUBLICATIONS

Downloading BARD Books Using IE9

If you are using Internet Explorer 9, you may have noticed that downloading doesn't work the same way as it does with earlier versions of IE. The process can make you think nothing is happening, which can be frustrating.

Fortunately, it's easy to download with IE9 once you understand the changes. When you download a book with Internet Explorer 9, the prompt to download or save appears in a toolbar called the Information bar. You can respond to this prompt in one of two ways. One is to press Alt-N, which brings focus to the Information bar where you can choose whether to open or save the file. The other is to press Alt-S, which bypasses the Information bar and chooses to save the file. Once you press Alt-N and choose to save, or press Alt-S, the file begins to download. To see the progress of the download, press Control-J to open the View Downloads dialog box. Within this dialog box is an Options button that takes you to a dialog where you can choose whether to be notified when downloads are complete.

If you realize that you made a mistake and you don't want to download this book, press Alt-N to go back to the Information bar. Focus will move to the Cancel button, so press Enter to cancel the download. By default, Internet Explorer 9 saves to a folder called Downloads in your User folder. If you want to change this location, do the following:

- 1. Press Enter on the link to download a book.*
- 2. Press Alt-N to bring focus to the Information bar.*
- 3. Press Tab to the Save split button.*
- 4. Press down arrow until you reach Save As.*
- 5. Press Enter.*

You are now in a standard Save As dialog box where you can change the file name and download location if you like.

We hope this information will help you download the books you want. The NLS BARD Technical Support e-mail address is as follows: NLSDownload@loc.gov.

Twenty-six Useful Apps for Blind iPhone Users

If you loved the “Getting Started with the iPhone” book, you'll want to order this dandy listing of 26 of the most useful iPhone apps for blind users, written by Peter Cantisani, In Braille, eBraille, DAISY and Word formats for \$9.00. Did you know you can use an iPhone to take your blood pressure, dictate emails and Tweets, listen to turn-by-turn walking or driving directions, record the budding musician in you, and so much more? If you have, or are thinking about getting an iPhone, order this booklet. Order “26 Useful Apps...” at: <http://www.nbp.org/ic/nbp/APPS.html>.

And if you haven't yet, it's time to get started with the iPhone! <http://www.nbp.org/ic/nbp/IPHONE.html>. If you would like to order books, send payment to: NBP, 88 St. Stephen Street, Boston, MA 02115-4302 or call and charge it: toll-free (800) 548-7323 or (617) 266-6160 ext 520. Or order any of our books online at: <http://www.nbp.org/ic/nbp/publications/index.html>.

Accessible Textbook Finder

The Accessible Textbook Finder (ATF) searches multiple sources of accessible books and provides the results in a combined format. The ATF search includes six accessible media producers and libraries. Search results and materials are provided by the individual sources. Additional sources may be added during the beta. Current sources: AccessText Network, Alternative Media Access Center, BookShare, CourseSmart, Learning Ally and National Library Service. Please give it a try; it's a one-stop search for all accessible books:

<http://www.accesstext.org/fedsearch.php>.

Disability Connection Newsletter

Disability Connection Newsletter is the bi-Monthly newsletter of Disability.gov. This newsletter provides the latest in what's new on Disability.gov. In the latest issue, it shared how Disability.gov improves user experience with a new search engine. It also shared the latest in disability news & events such as the following: Benefits.gov: What you should know about free money, grants and assistance programs, public comments wanted on the Affordable Care Act's improved data collections; U.S. Department of Health & Human Services (HHS) proposes changes to HIPAA Privacy Rule; U.S. Access Board publishes proposed rights-of-way guidelines. Visit Disability.Blog to read and comment on issues of interest to the disability community.

Have you registered for a personal account on Disability.gov? It only takes a minute. When you do, you'll be able to vote on resources you find on the site, join groups, submit comments and even create saved searches for the subjects that interest you most.

RESOURCES AND TIPS

Resources and Tips

To report a rip-off, check: www.FTCcomplaintassistance.gov or call: 877-FTC-HELP.

For the National Do Not Call Registry, check: www.DoNotCall.gov or call: 888-382-1222.

To learn more about credit, loans, and mortgages, check: www.ftc.gov/credit.

To get a free copy of your credit report, check: www.annualcreditreport.com or call: 877-322-8228.

To report ID Theft, check: www.ftc.gov/idtheft or call: 877-ID-THEFT.

For tips on online Safety, check: www.OnGuardOnline.gov

To report Telephone Fraud, check: www.ftc.gov/phonefraud.

To find information on saving energy, check:
www.ftc.gov/energysavings.

To find general Consumer Tips, check: www.ftc.gov/consumer.

ENTERTAINMENT

Discounts for Seniors

Restaurants

Applebee's: 15% off with Golden Apple Card (60+)

Arby's: 10% off (55+)

Ben & Jerry's: 10% off (60+)

Bennigan's: discount varies by location

Bob's Big Boy: discount varies by location (60+)

Boston Market: 10% off (65+)

Burger King: 10% off (60+)

Captain D's Seafood: discount varies on location (62+)

Chick-Fil-A: 10% off or free small drink or coffee (55+)

Chili's: 10% off (55+)

CiCi's Pizza: 10% off (60+)

Culver's: 10% off (60+)

Denny's: 10% off, 20% off for AARP members (55+)

Dunkin' Donuts: 10% off or free coffee (55+)

Einstein's Bagels: 10% off baker's dozen of bagels (60+)

Fuddrucker's: 10% off any senior platter (55+)

Gatti's Pizza: 10% off (60+)

Golden Corral: 10% off (60+)

Hardee's: \$0.33 beverages everyday (65+)

IHOP: 10% off (55+)

Jack in the Box: up to 20% off (55+)

KFC: free small drink with any meal (55+)

Krispy Kreme: 10% off (50+)

Long John Silver's: various discounts at participating locations (55+)
McDonald's: discounts on coffee everyday (55+)
Mrs. Fields: 10% off at participating locations (60+)
Shoney's: 10% off
Sonic: 10% off or free beverage (60+)
Steak 'n Shake: 10% off every Monday & Tuesday (50+)
Subway: 10% off (60+)
Sweet Tomatoes 10% off (62+)
Taco Bell: 5% off; free beverages for seniors (65+)
TCBY: 10% off (55+)
Tea Room Cafe: 10% off (50+)
Village Inn: 10% off (60+)
Waffle House: 10% off every Monday (60+)
Wendy's: 10% off (55+)
White Castle: 10% off (62+)

Retail and Apparel

Banana Republic: 10% off (50+)
Bealls: 20% off first Tuesday of each month (50+)
Belk's: 15% off first Tuesday of every month (55+)
Big Lots: 10% off
Bon-Ton Department Stores: 15% off on senior discount days (55+)
C.J. Banks: 10% off every Wednesday (60+)
Clarks: 10% off (62+)
Dress Barn: 10% off (55+)
Goodwill: 10% off one day a week (date varies by location)
Hallmark: 10% off one day a week (date varies by location)
Kmart: 20% off (50+)
Kohl's: 15% off (60+)
Modell's Sporting Goods: 10% off
Rite Aid: 10% off on Tuesdays & 10% off prescriptions
Ross Stores: 10% off every Tuesday (55+)
The Salvation Army Thrift Stores: up to 50% off (55+)

Stein Mart: 20% off red dot/clearance items first Monday of every month (55+)

Grocery Stores

Albertson's: 10% off first Wednesday of each month (55+)

American Discount Stores: 10% off every Monday (50+)

Compare Foods Supermarket: 10% off every Wednesday (60+)

DeCicco Family Markets: 5% off every Wednesday (60+)

Food Lion: 6% off every Monday (60+)

Fry's Supermarket: free Fry's VIP Club Membership & 10% off every Monday (55+)

Great Valu Food Store: 5% off every Tuesday (60+)

Gristedes Supermarket: 10% off every Tuesday (60+)

Harris Teeter: 5% off every Tuesday (60+)

Hy-Vee: 5% off one day a week (date varies by location)

Kroger: 10% off (date varies by location)

Morton Williams Supermarket: 5% off every Tuesday (60+)

The Plant Shed: 10% off every Tuesday (50+)

Publix: 5% off every Wednesday (55+)

Rogers Marketplace: 5% off every Thursday (60+)

Uncle Guiseppe's Marketplace: 5% off (62+)

Travel

Alaska Airlines: 10% off (65+)

Alamo: up to 25% off for AARP members

American Airlines: various discounts for 65 and up (call before booking for discount)

Amtrak: 15% off (62+)

Avis: up to 25% off for AARP members

Best Western: 10% off (55+)

Budget Rental Cars: 10% off; up to 20% off for AARP members (50+)

Cambria Suites: 20%-30% off (60+)

Clarion: 20%-30% off (60+)
Comfort Inn: 20%-30% off (60+)
Comfort Suites: 20%-30% off (60+)
Continental Airlines: no initiation fee for Continental Presidents Club & special fares for select destinations
Dollar Rent-A-Car: 10% off (50+)
Econo Lodge: 20%-30% off (60+)
Enterprise Rent-A-Car: 5% off for AARP members
Greyhound: 5% off (62+)
Hampton Inns & Suites: 10% off when booked 72 hours in advance
Hertz: up to 25% off for AARP members
Holiday Inn: 10%-30% off depending on location (62+)
Hyatt Hotels: 25%-50% off (62+)
InterContinental Hotels Group: various discounts at all hotels (65+)
Mainstay Suites: 10% off with Mature Traveler's Discount (50+); 20%-30% off (60+)
Marriott Hotels: 15% off (62+)
Motel 6: 10% off (60+)
Myrtle Beach Resort: 10% off (55+)
National Rent-A-Car: up to 30% off for AARP members
Quality Inn: 20%-30% off (60+)
Rodeway Inn: 20%-30% off (60+)
Sleep Inn: 20%-30% off (60+)
Southwest Airlines: various discounts for ages 65 and up (call before booking for discount)
Trailways Transportation System: various discounts for ages 50 and up
United Airlines: various discounts for ages 65 and up (call before booking for discount)
U.S. Airways: various discounts for ages 65 and up (call before booking for discount)

Activities & Entertainment

AMC Theaters: up to 30% off (55+)
Bally Total Fitness: up to \$100 off memberships (62+)
Busch Gardens Tampa: \$3 off one-day tickets (50+)
Carmike Cinemas: 35% off (65+)
Cinemark/Century Theaters: up to 35% off
U.S. National Parks: \$10 lifetime pass; 50% off additional services including camping (62+)
Regal Cinemas: 30% off
Ripley's Believe it or Not: @ off one-day ticket (55+)
SeaWorld Orlando: \$3 off one-day tickets (50+)

Cell Phone Discounts

AT&T: Special Senior Nation 200 Plan \$29.99/month (65+)
Jitterbug: \$10/month cell phone service (50+)
Verizon Wireless: Verizon Nationwide 65 Plus Plan
\$29.99/month (65+)

Miscellaneous

Great Clips: \$3 off hair cuts (60+)
Super Cuts: \$2 off haircuts (60+)

Since many senior discounts are not advertised to the public, men and women over 55 should *ALWAYS* ask a sales associate if that store provides a senior discount. That way, you can be sure to get the most bang for your buck.

* * *

***CHECK OUT THE JULY 2011 CONVENTION
PHOTOS IN THE PHOTO GALLERY AT
RSVA.BIZ!***

ENJOY THE VENDOR SMILES!



American Council of the Blind

2200 Wilson Blvd., Suite 650 • Arlington, VA 22201 • Tel: (202) 467-5081 Fax: (703) 465-5085

75th Anniversary of Randolph-Sheppard Program

AMERICAN COUNCIL OF THE BLIND RESOLUTION 2011-13

SUMMARY:

1. This organization, along with its affiliate the Randolph-Sheppard Vendors of America (RSVA), reaffirms the historic significance of the Randolph-Sheppard Act.
2. This organization will work toward the realization of the full potential of this program for the employment of blind and low-vision Americans.

WHEREAS, Senators E. Jennings Randolph and Morris Sheppard sponsored and championed the Randolph-Sheppard Act; and

WHEREAS, this act was passed by the United States Congress on June 20, 1936; and

WHEREAS, the Randolph-Sheppard Act has provided the priority for blind and visually impaired persons to manage vending stands and later food service facilities in federal buildings; and

WHEREAS, in accordance with subsequent amendments to the act sponsored by Senator Randolph, many states have adopted a comparable priority for the operation by blind persons of vending facilities on state property; and

WHEREAS, the Randolph-Sheppard program is among the largest employment program for blind and visually impaired persons in the nation; and

WHEREAS, 2011 is the 75th anniversary of the Randolph-Sheppard Act; and

WHEREAS, this program continues to be a valuable employment option;

NOW, THEREFORE, BE IT RESOLVED by the American Council of the Blind in convention assembled at the John Ascuaga Nugget Hotel Resort and Casino in Sparks, Nev., on the 11th day of July, 2011, that this organization, along with its affiliate the Randolph-Sheppard Vendors of America (RSVA), reaffirms the historic significance of the Randolph-Sheppard Act; and

BE IT FURTHER RESOLVED that this organization work toward the realization of the full potential of this program for the employment of blind and low vision Americans.

Adopted.

Marlaina Lieberg, Secretary

RSVA COMMITTEE CHAIRPERSONS

STANDING COMMITTEES

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**RANDOLPH - SHEPPARD VENDORS OF AMERICA
MEMBERSHIP APPLICATION**



YEAR FIRST JOINED NEW MEMBER RENEWAL

HOME

First Name _____ Last Name _____

Address _____

City _____ State _____

Zip Code _____ Phone _____

Fax _____ E-mail _____

BUSINESS

Business name _____

Work Address _____

Work City _____ Work State _____

Work Zip Code _____ Work Phone _____

Cellular _____ Beeper _____

MEMBERSHIP

(Please Check One)

- Regular Member:** Dues \$10.00. Any legally blind person who manages or is an employee in a facility.
- Associate Member:** Dues \$10.00. Any interested person, business or organization wishing to support the aims and goals of R.S.V.A.
- Life Member:** Free, retired, 5-year member nominated by state affiliate. Or any member in good standing wishing to become a Life Member for a one time donation of \$1,000.00.
- Corporate Member:** Any business or organization wishing to support the goals of R.S.V.A. Please contact the national office for details.

(Over)



MEMBER PROFILE



Vendor Spouse

Administrator Employee

Other _____

Blind Partial Sighted

VENDORSCOPE

Large Print Duplicate (Do not send)

Cassette E-mail

BRAILLE FORUM

Large Print Cassette

Braille Disk

DONATIONS

Randolph-Sheppard Vendors of America \$ _____

Durward K. McDaniel Memorial Fund \$ _____
A legacy of legal support

SIGNATURE _____ DATE / /

Dues are due January 1st, delinquent March 1st of each year.

Please mail this form with your check made out to:

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**FREE MATTER FOR THE
BLIND & HANDICAPPED**