

# THE VENDORSCOPE

RANDOLPH-SHEPPARD VENDORS OF AMERICA



WINTER, 2011 – VOLUME 43 – ISSUE # 1



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.**

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## **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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# TABLE OF CONTENTS

<b>THE PRESIDENT’S MESSAGE</b> .....	1
<i>By: Dan Sippl, RSVA President</i>	
<b>FROM THE EDITOR’S DESK</b> .....	3
<i>By: Donnie Anderson, <u>Vendorscope</u> Editor</i>	
<b>THE OFFICE REPORT</b> .....	5
<i>By: Kim Venable, RSVA National Office</i>	
<b>SEEKING AWARD NOMINATIONS</b> .....	7
<i>Compiled By: RSVA National Office Staff</i>	
<b>NETWORKING WITH OTHER VENDORS</b> .....	8
<i>By: Ardis Bazyn, RSVA Board Secretary</i>	
<b>THE 30<sup>th</sup> ANNUAL SAGEBRUSH NATIONAL TRAINING CONFERENCE</b> .....	9
<i>By: Ardis Bazyn, RSVA Board Secretary</i>	
<b>AS VIEWED FROM THE AUDIENCE</b> .....	15
<i>By: David Crawford, Illinois Committee of Blind Vendors</i>	
<b>THE RSVA EMAIL LIST</b> .....	16
<i>By: Ardis Bazyn, RSVA Board Secretary</i>	
<b>THE VENDORSCOPE SPOTLIGHTS...</b>	
<b>ROBERT HUMPHREYS, ESQ.</b> .....	17
<i>By: Mary Sue Welch, Vendorscope Contributor</i>	
<b>THE WHITE PAPER</b> .....	20
<i>By: Ron Eller, RSVA Board Member / Legislative Chair</i>	

<b>RSVA PARTICIPATION AT THE 2011 ACB LEGISLATIVE SEMINAR .....</b>	<b>22</b>
<i>By: Ron Eller, RSVA Board Member / Legislative Chair and Roy Harmon, California Vendor/Rest Area Committee Chair</i>	
<b>RSVA SUMMER CONVENTION.....</b>	<b>24</b>
<i>By: Ardis Bazyn, RSVA Board Secretary</i>	
<b>VIEWS FROM THE AUDIENCE.....</b>	<b>25</b>
<i>By: Giovanni Francese, Illinois Committee Member</i>	
<b>RSVA FACEBOOK PAGE.....</b>	<b>26</b>
<i>Compiled By: RSVA National Office Staff</i>	
<b>RSVA PROUDLY BUILDING NEW INROADS AND RELATIONSHIPS.....</b>	<b>27</b>
<i>By: Ron Eller, RSVA Board Member and Roy Harmon, California State Committee Chair</i>	
<b>WHAT'S NEW?.....</b>	<b>29</b>
<i>By: Ardis Bazyn, RSVA Board Secretary</i>	
<b>RSVA LINKEDIN GROUP.....</b>	<b>34</b>
<i>Compiled By: RSVA National Office Staff</i>	

# **THE PRESIDENT'S MESSAGE**

*By: Dan Sippl, RSVA President*

## ***The Randolph Sheppard Act: 1936 - 2011 75 Years of Excellence***

As we reflect on the success of our 30<sup>th</sup> Annual Sagebrush Training Conference in Las Vegas, on the heels of the Super Bowl, we must now turn our attention to the annual Convention in Reno, Nevada, coming up soon in July 2011.

Sagebrush was truly a success this year. Thanks to so many of you for your participation. We kicked off the Conference with a celebration of the 75<sup>th</sup> Anniversary of the signing of the Randolph-Sheppard Act. In the past 75 years, our blindness community has served the public and public employees in true fashion as we would like to be treated, "with excellence".

Over those 75 years, we have managed newspaper stands, snack bars, cafeterias, and vending machines; and are preparing food for our troops in their dining halls all across the nation with great pride and excellence.

Our 30<sup>th</sup> Annual Sagebrush Conference showed us many new ways and methods of using our ability to meet the needs of our fellow citizens, by grasping opportunities to change in meeting societal needs. Our sponsors, presenters, exhibitors and, most important, our members gave us the tools to meet and exceed everyone's expectations of RSVA and all blind vendors.

RSVA sponsors continued to step up to the plate with their financial and business expertise. PepsiCo brought in their experts and sponsored a wonderful outside speaker to show us the right way to make our customers happy to have blind vendors serve them.

The Wittern Group, led by Heidi Chico, showed us the way to improve our relationship with NAMA and the changeover to "cashless" transactions. She does this, while still tirelessly working with us to improve our services to the U.S. Postal Service.

Rick Cantu, of Cantu Services, continues to provide the "BEAT" training in conjunction with Sagebrush Conference. This year he continues his support by providing additional financial support to our Durward McDaniel Legal Fund.

We often need legal support in our efforts to maintain educational endeavors with various Federal and State Agencies on the merits and excellence of the Randolph-Sheppard Act for the blindness community, as we strive to lower the 70% unemployment rate for all blind and visually impaired individuals.

Please join us in Reno, Nevada, in July as we continue to celebrate 75 years of Randolph-Sheppard excellence to all of our civil servants. More importantly, these conferences always help us find more ways to work closely with our many partners in government, including other disability groups such as Ability One, the President's Committee for Purchase, and private sectors such as National Vending and NAMA, which allow more blind and visually impaired to support their families with honor and excellence, and become viable citizens of their local communities.

A group of us attended the ACB Legislative Conference at the end of February, complete with "Hill Visits" to promote this year's legislative agenda. Along with our "Hill Visits", we educated our respective legislators on the importance of maintaining the Randolph-Sheppard priority for our nation's highway rest areas.

We were greeted with open arms and thanked for bringing our issues to their attention, and encouraged to stay in contact as these issues emerge. With that, it is so important that each and every one of us watch this issue in the near future and make the appropriate contact with our legislators.

While in Washington D.C., we had an opportunity to visit the office of the President's Committee for Purchase to meet with several of their staff for a few hours. We discussed each other's programs and how they impact the various disability groups, as well as other issues of a common interest. We are working on plans to make this a routine and continuous dialogue to find more common ground in which to expand each of our programs. We will also be working with the staff to give a presentation to the Committee.

In closing, I would like to thank all RSVA members and Board of Directors for volunteering all of their valuable time and hard earned money to make RSVA the best that it can be for all of us blind vendors.

**SEE YOU IN RENO IN JULY!**

## FROM THE EDITOR'S DESK

*By: Donnie Anderson, Editor, The Vendorscope*

Who knew? "Change Surrounds Us" - this year's Sagebrush theme – was the harbinger of a great worldwide revolution. From Las Vegas, Tunisia, Egypt, and Libya to Madison, we are witnessing history unfold. Of course, my comparison doesn't even begin to constitute a shadow of world events today.

As we all know, the struggles of the world's oppressed people are measured in lost lives and chaos amongst whole nations. However, the shift toward self-determination by people who have lived under autocratic and despotic rule is awe inspiring to say the least. Despite decades of failed and pro corporate U.S. foreign policy (supporting torture, genocide, war for oil, and overthrowing democracies such as Iran's in 1953), we may be witnessing true democratic change that U.S. policymakers and corporations will not passively or easily embrace.

The train has left the station, catching Washington by surprise. We need to count our friends in Congress and we need to take bold stands to self determine our futures in Randolph-Sheppard.

In our corner of the world, the government privatizes, shrinks, and evades us; yet we are surviving and striving to expand in certain states like Michigan, Nevada, Tennessee and Illinois. Some seek to encroach upon and reshape our mighty program. Some of this change can be positive, but we need a seat at the table.

Recently, I asserted just that fact at a Transportation and Infrastructure Committee Hearing chaired by Representative John Mica (R-FL) in the suburban Chicago area on Sunday February 20th. When asked by John Gordon (RSVA 1<sup>st</sup> Vice-President), Representative Mica claimed that the Committee had no particular stance on whether Congress should privatize our nation's rest areas.

In my brief statement, I asserted on our behalf that we want to be a major player if change comes to our nation's rest areas. I want to expand our presence with private partnerships in addition to state facilities.

Representative Mica and his Congressional Committee claimed not to have taken a public position and stated that Randolph-Sheppard will get a "fair hearing" on rest area privatization.

If Randolph-Sheppard expands as a result of their support in the reauthorization of the Surface Transportation Act (bill), we will have a new hero in Representative Mica.

If you manage a rest area and have had your head in the ground thus far, then you probably need a change of underwear right about now. Obviously, there was a strong presence at these hearings by RSVA and roadside managers. Nothing is concluded yet, but you need to help yourself. If you don't know what to do, start by calling and writing Representative Mica and tell him that rest areas are important to you. At the same time, respectfully demand to be a major player in all new concepts.

*“Change Surrounds Us indeed”.*

Others are seeking to further understand and maybe even protect our program. I believe that we have made some new friends at the recent Sagebrush Conference. I met with three members of the *President's Committee for Purchase from People Who Are Blind or Severely Disabled*, which represents Ability One. Each of them seemed very interested in gaining knowledge about our Randolph-Sheppard program. We were able to dispel quite a few myths and pull the curtain back just a bit on how many friends we have on that committee. We admire what Ability One does and we will work with them wherever possible, without giving up on our priority.

And so my comrades, I guess what they say about change is true: As the blind vendor goes, so goes the planet! Power to the (blind) people and long live Randolph-Sheppard, the greatest show on Earth, but that's for another editorial.

\* \* \* \*



### **Editor's Note:**

***Look for “Sassy Cindy’s Sagebrush Notes” produced by RSVA staffer, Cindy Carruthers. These notes are “peppered anecdotes” of Sagebrush comings and goings of attendees and are presented for our reader’s enjoyment of Sagebrush reviews.***



# OFFICE REPORT

*By: Kim Venable, RSVN National Office*

*Editors Note: 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](mailto:kim.venable@att.net). All of your much needed tax deductible donations can be sent to the RSVN 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](mailto:kim.venable@att.net).*

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## GET WELL WISHES FROM RSVN

RSVN wishes each of you a speedy recovery and great health in the future.

*GREAT NEWS! NO REPORT. EVERYONE IS IN GREAT HEALTH!*

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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 family and friends. I can assure you that all who knew and loved them, will sorely and deeply miss each of them.

*LOUISIANA  
GENE BREAUD*

*OREGON  
CLIFF MENNING*

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## DONATION ACKNOWLEDGEMENTS

RSVN would like to thank the following members for their support. It is a pleasure to see our members so dedicated to our cause. Remember, RSVN is a 501(c)(3) non-profit organization and all donations are tax deductible.

**RANDOLPH-SHEPPARD VENDORS OF AMERICA**

*COLORADO: ALBERT TRAVERS*

*LOUISIANA: WARREN E. MOULRDOUX, JR.*

*LOUISIANA: HERBERT READO*

*MARYLAND: CAROLYN & GEORGE ABBOTT, JR.*

*MARYLAND: GEORGE ARSNOW*

*TENNESSEE: MILDRED HAMMONS*

*TENNESSEE: ROBERT B. SHAW, JR.*

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**DURWARD K. McDANIEL LEGAL FUND**

*ALASKA: JAMES SWARTZ*

*ARKANSAS: BILLIE HAYMES*

*COLORADO: PATRICIA JONES*

*COLORADO: ALBERT TRAVERS*

*FLORIDA: CHARLES HACKNEY*

*LOUISIANA: CHUCK HIETALA*

*LOUISIANA: HERBERT READO*

*LOUISIANA: KIM SIVERIO*

*MINNESOTA: PHILIP HANNEM*

*PENNSYLVANIA: ANDREW LAVELLE*

*TENNESSEE: CINDY & JOHN ADAMS*

*TEXAS: JOYCE BULLOCK*

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## **RSVA LIFETIME MEMBERSHIP, PRESIDENTS COUNCIL**

This is our most honorable individual membership bestowed upon those most philanthropically disposed individuals. Lifetime memberships may be attained with a one-time contribution of \$1,000.00 or more. If you are interested in becoming a life member and/or perhaps you would like to honor someone else with a RSVA lifetime membership, please contact Kim Venable at the RSVA National Office at 504-328-6373 or if you do not have free long distance calling, dial 800-467-5299.

\* \* \* \*

### **SEEKING AWARD NOMINATIONS**

***Compiled By: RSVA National Office Staff***

Do you appreciate RSVA members who work hard to preserve the Randolph-Sheppard Program and advocate for blind vendors in general? Each year RSVA shows 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 this recognition for their outstanding services are nominated by you, our members.

Please take a few moments of your time to think of people you know who are contributing to our success. Please help us honor those people who unselfishly give their time and expertise. To nominate that special person for one of our awards, we have listed below the criteria for each of the three awards presented by RSVA at our Annual Convention.

This is your opportunity to show your appreciation to a person who you think has made a difference. Nominations are due no later than June 1, 2011. Please email your nominations to Kim Venable at the RSVA office: [kim.venable@att.net](mailto:kim.venable@att.net) or mail a hard copy of your nomination to the RSVA National Office, Attention: Kim Venable, 940 Parc Helene Drive, Marrero, LA 70072-2421. Contact Kim at the national office if you need more information.

#### ***"Jennings Randolph Service Award"***

This 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 an active vendor.

## ***“Vendor of the Year Award”***

This 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.

## ***"Don Cameron Advocacy Award"***

This 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. This award has three requirements that must be met:

- (1) The nominee must be or have been a member of RSVA for at least five years.
- (2) The nominee must have been a blind vendor for at least twenty years.
- (3) The nominee must have been seeking to improve the goals of RSVA as well as promoting blind awareness in their community, state and nation.

\* \* \* \*

## **NETWORKING WITH OTHER VENDORS**

***By: Ardis Bazyn, RSVA Board Secretary***

Would you like to network with others interested in the Randolph-Sheppard Vending program without leaving your home? Now, there are three ways you can do that for free. Elsewhere in this issue, a description of the RSVA email list is mentioned. However, there are two other opportunities you have to discuss issues, voice concerns and ask for advice on R-S problems or opportunities. RSVA has created two online places to “meet” with other like-minded individuals, a LinkedIn group and a FaceBook page. Instructions for the RSVA Facebook and RSVA LinkedIn groups can be found elsewhere in this Vendorscope issue.

By the time you receive this issue, there will also be links to each of these three sites on the [www.RSVA.biz](http://www.RSVA.biz) website: the link to subscribe to the RSVA-I email list, the link to the FaceBook page, and the link to the LinkedIn group. Have fun exploring these new ways to connect to others interested in the Randolph-Sheppard Program.

# **THE 30<sup>th</sup> ANNUAL SAGEBRUSH NATIONAL TRAINING CONFERENCE**

*Compiled By: Ardis Bazyn, RSVa Board Secretary*

## ***CELEBRATING THE 75<sup>TH</sup> ANNIVERSARY OF THE RANDOLPH-SHEPPARD ACT***

The RSVa 2011 30<sup>th</sup> Annual Sagebrush National Training Conference theme was: "Change Surrounds Us" with a focus on "Maximizing Your Potential".

On Monday, February 7th, a "Welcome to Vegas!" reception started the Conference with great entertainment provided by Hawaiian vendor and Sagebrush Conference Chair, Filo Tu. We all enjoyed "Kimo and the Hawaiian".

On Tuesday, February 8th, our moderator was Filo Tu (HI), our Convention Chair. RSVa President, Dan Sippl welcomed all of the participants. After his welcome, we received nice welcomes from Nevada: Kae Pohe, the President of Randolph-Sheppard Vendors of Nevada; Katherine Yonkers, the BEP Administrator; and Rick Kuhlmeier, President, Nevada Council of the Blind. After we all sang "God Bless America", the participants introduced themselves. Lots of "first-timers" were present.

Mitch Pomerantz (CA), President of the American Council of the Blind, presented some ACB updates. He outlined three of the issues which would be discussed at the ACB Legislative Seminar, being held from February 27 to March 1, 2011. The three key blindness-related issues were, the need for Congress to establish requirements for prescription drug labels to be accessible for people living with vision loss; the critical need for Medicare to cover low vision devices such as closed circuit televisions and other types of magnifiers, and the need to modify tax laws that have negatively impacted revenues for charitable organizations from car donation programs. He invited participants to attend both the seminar as well as the other ACB midyear meetings on February 25-26 in Washington, D.C.

Heidi Chico (IA), Board member, National Automatic Merchandising Association, reported on recent NAMA news including the upcoming trade show. Greg Smith (also from IA), the Eastern Regional Sales Manager for USI, discussed their upcoming exhibit on Wednesday. Jim Kesteloot (IL), a recent Presidential Appointee to the Committee for Purchase revealed his thoughts on his participation on the Committee for Purchase.

He thanked RSVA for inviting him and hoped communication lines are kept open so both organizations could work together for the best results in the future.

Ron Eller (NC), RSVA Legislative Chair, moderated a panel discussion on the BEA Vision "White Paper". Participants on the panel were Robert Humphreys Esq. (HI), RSVA Attorney; Terry Smith (TN), Tennessee Services for the Blind Administrator and NCSAB Randolph-Sheppard Chair; and Dan Sippl (WI), RSVA President. Each gave their perspective of the paper and agreed on the need for us to be proactive in making suggestions for positive regulations.

Tuesday afternoon's moderator was Randy Hauth (OR), RSVA Board Member. RSVA Updates were given first. Participants heard about the new RSVA FaceBook page and the new RSVA LinkedIn page, as well as a reminder about the RSVA-I email list. Members also learned that the Board had just approved "The Vendorscope" magazine going online. John Gordon, RSVA Membership Chair, also mentioned that any state that was interested in starting an affiliate should contact the national office or the RSVA Membership Committee.

"Learning about Cashless Systems" for vending was the next panel. Panel members were: Cindy Rea, V.P. Corporate Strategic Accounts Executive from Bank of America Merchant Services, Michael Merriam, Vending Product Manager at Apriva, Gary Massey (PA) Western region Manager for MEI Cashless Systems and Terri Starnes-Bryant (NC), Microtronic Cashless Systems US representative. Members of this panel discussed the benefits of customers using debit cards on vending machines.

Sales on vending machines increase fifteen percent or more when they accept debit cards. In cases where there was substantial vandalism, the use of debit cards could help in decreasing this damage, especially if debit cards only were used. Some sales might be lost without cash sales, but if the vandalism was extreme, this might keep these vending machines viable. We also learned that multiple sales could be made in one transaction on some cards (saving separate swipe fees), depending on how the machine was configured.

Ms. Lynnae Rutledge, the Rehabilitation Services Administration (RSA) Commissioner, (Washington, DC), advised the participants about how she felt her first year had gone as RSA Commissioner, including her thoughts on the recent 2010 RSA sponsored National Training Conference in Washington, D.C. She stated all sessions had been well attended and that she appreciated all of the comments regarding the programs held.

At the end of the sessions on Tuesday, there were two break-out meetings; one for State BEP Administrators moderated by Ray Dennis (AL) and one for State Committee Chairpersons moderated by Terry Camardelle (LA) & Roy Harmon (CA).

On Wednesday, February 9th, the moderator was Ardis Bazyn (CA), RSVA Board Secretary. The 75th Randolph-Sheppard Anniversary video was shown. It had been compiled by Kathy Ungaro, with the assistance from many who had been willing to send their treasured photos to her.

Next on the agenda was the "Vendor Report Card". Vendors from around the country shared some aspects of their respective state programs. Each year, this is one of the favorite panels for attendees. State Administrators were then encouraged to give an update on their states as well. We had some new administrators this year and it was good to hear about new endeavors, even from Guam!

Next, was the "Pepsico Update" by Dan Martin from PepsiCo Food Service. He told us about new trends in the industry and how vendors should capitalize on them. David Ward (LA), PepsiCo Food Service and Vending Market Development Manager, told us what is new with Frito-Lay, outlining their current promotions and rebates. He asked vendors to visit his booth at the exhibit and to give their account numbers to RSVA for participation in the national rebate program.

From noon to 5 pm, the Sagebrush conference had its largest number of exhibits ever! After eating appetizers and enjoying the free libations, participants could learn all about the exhibitor's products and services. Many exhibitors donated nice door prizes as well. RSVA appreciated all the participation from sponsors, exhibitors, and attendees.

On Thursday, February 10th, the moderator was David Hanlon (CA), RSVA Board Member. Ms. Suzanne Mitchell, VR Program Specialist, RSA, (Washington, DC) gave an RSA update. She gave the 2009 statistics regarding the program including the number of vendors, number of locations and types, as well as overall national earnings and sales.

Jim Brown, CA, explained the types of teaming-partner contracts Blackstone Consulting, Inc. offers and how they work with R-S vendors. He requested vendors speak with him and the Blackstone, Inc. team during the Conference.

Next, Daniel B. Frye, J.D., Management and Program Specialist, Randolph-Sheppard Programs, RSA (Washington, D.C), described his new role at RSA, discussing present state participation reviews, as well as future RSA plans. He advised vendors to contact him with any questions they had concerning the R-S program.

Mike Barclay, Senior Vice-President of Marketing and Administration from Southern Food Service gave a presentation explaining their services and invited vendors to talk with him.

The “Roadside Rest Area Challenges” Panel was moderated by Roy Harmon (CA), RSVA Roadside/Oasis Chair and State Committee Chair. Other members of this panel were: Ron Eller (NC), RSVA Legislative Chair and State Committee Chair, Terry Camardelle (LA), RSVA Treasurer, Clayton Hell (TX), Texas Vendor and State Committee Chair. Each discussed some of the problems various states have had in keeping the Randolph-Sheppard priority.

The next panel focused on “*The Ins and Outs of What is Happening in the Vending Industry Concerning Healthy Choices and Governmental Initiatives*”. Randy Hauth (OR), RSVA Board Member, moderated this panel. Participants were Brian Morgan (OR), National Account Manager, NCV Refreshment Services; Carmen Gormiak (WI), Registered and Certified Dietician RD/CD; and John Gordon (IL), RSVA First Vice President. Randy discussed hearing of a possible law in Oregon that would have required 100 percent healthy choices in all vending machines on state properties and how vendors were able to convince legislators to make a much less stringent requirement. Other panel members told of options vendors had in choosing what products to sell and how to work with those who wanted healthier foods, including legislators and regulators.

Mike Sweeney, Project Manager, gave a presentation for Cantu Services. He introduced the other Cantu representatives in the room and asked participants to contact any of them with questions. He invited all to attend the Business Education Annual Training (BEAT) to be held on Friday. He also expressed the fact that Rick Cantu regretted his inability to attend the conference this year and that he intends to be participating more in the future.

As RSVA President, Dan Sippl (WI) moderated the 75th Randolph-Sheppard Act Anniversary Luncheon. We all enjoyed the PepsiCo Sponsored motivational speaker, Joy Baldrige. Her thoughts on getting rid of our “wafs” (worries, anxieties, and fears) were inspiring.

John Gordon (IL), RSVA First Vice President, moderated the afternoon panel on “What is True Active participation?” Participants on the panel were Terry Smith (TN), Tennessee Services for the Blind Administrator and NCSAB Randolph-Sheppard Chair Robert Humphreys, Esq., RSVA Attorney Allan Curry (AZ), Past AZ Committee Chair Randy Hauth (OR), Oregon Committee Chair, and Mike Hooks (TX) Texas BEP Administrator.

The panel discussed how different states utilize levels of active participation with the Vendors’ Committees and in particular how the SLA’s and State Committees handle participation in major decisions.

A short wrap-up finished the afternoon. Vendors were reminded to attend the summer RSVA conference and convention in Reno from July 9-12. Also, the 75<sup>th</sup> anniversary, Randolph-Sheppard Act T-shirts, which didn’t arrive at the conference because of bad weather, will soon be available for purchase from the RSVA.biz website as well as at the summer convention.

On Friday, February 11, Cantu Services, Inc., provided a day long Business Education Annual Training (BEAT) session. Participants were given a certificate of completion at the end of the day. All who participated learned much from the Cantu staff and the teaming partners who were there.

\* \* \* \*

### **ATTENTION!**

***75th Anniversary Randolph-Sheppard Act T-shirts will be on sale on the RSVA website (All sizes) and at the summer RSVA convention in Reno. Get one today and support RSVA!***



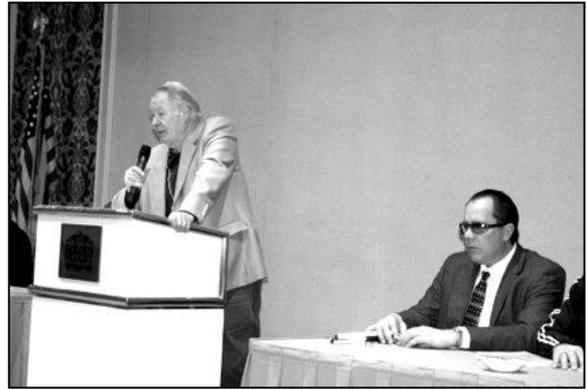
\* \* \* \*

**Sassy Cindy’s Sagebrush Notes:** “Randy Hauth was spotted *ALONE* at Starbucks. Didn’t think anyone was ever *ALONE* in Vegas!”

# **SAGEBRUSH CONFERENCE HIGHLIGHTS**



RSA Specialist Dan Fry



Bob Humphreys, Esq. and  
Panelist John Gordon



RSVA President, Dan Sippl  
Welcoming Attendees



Attendees Listening Intently.



Keynote Speaker, RSA  
Commissioner, Lynnae Rutledge



Illinois Vendors  
Enjoying Poolside Sun

## **AS VIEWED FROM THE AUDIENCE**

***By: Dave Crawford, Illinois Committee of Blind Vendors***

I would like to send out a big thank you to all the managers and staff who put together the Sagebrush Conference in Las Vegas, Nevada, February 7<sup>th</sup> through 11<sup>th</sup>. There were many interesting presentations and discussions throughout the conference. Three that come to mind were the White Paper report on possible changes to the Randolph Sheppard Act, the Rest Area panel on possible privatization of rest areas and other concerns, and an active participation panel. All of the presenters were very well prepared and knew exactly what to say to keep attendees interested.

On Wednesday, various booths were set up to show off the latest in products and technology. Companies such as Landshire, Frito Lay, and Pepsi were represented among others. Innovative vending machines were showcased. How about having a vending machine that costs a quarter of a million dollars and that you can place outside and dispense anything from a gallon of milk to lip-gloss? Another interesting new concept was the hot-cold combo machine that could deliver a potato chip and a candy bar, OR a *hot* sandwich, because it has a built in microwave.

RSA from Washington was well represented, and we got plenty of comments from them.

The \$100 conference fee was a gift. More than \$100 came back to you in free food; not to mention that every time you turned around there were door prizes being given away. I even won two. These door prizes were an effort to get people back into the room for the start of each meeting and also to keep them there until the end of the meeting. People who like to see schedules adhered to (like myself) appreciated that. Even if you attended every scheduled meeting, there was still time to enjoy Las Vegas. Vegas offers plenty of affordable entertainment options.

It was great to meet vendors from around the nation who are eager to talk about their facilities and how their state runs their programs. Report cards were given by Committee chairmen from various states and were followed by the Directors of the BEPB programs, giving a report on their state as well. It was great to compare the two.

Illinois did not take a back seat to any state. We had a great showing of managers who participated in the program. I know that I will be back again, and hope that lots more participants from Illinois will come as well. They won't regret it.

As I sat in the airplane heading home, I felt that I had been well educated and entertained. Most importantly I walked away with the comforting thought that the men and women of Illinois are not alone in our fight. Many smart people across the nation join us in our goal to keep the Randolph Sheppard Act alive.

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## THE RSVA EMAIL LIST

*By: Ardis Bazyn, RSVA Board Secretary*

RSVA has an email list where you can share information about RSVA and the Randolph-Sheppard Program. To subscribe, please go to [acb.org](http://acb.org) and select the page for "*join one of our discussion lists*". You will find links to all of the email lists that ACB hosts including the rsva-l list or you can simply subscribe to rsva-l by typing in the address line: [rsva-l-subscribe@acb.org](mailto:rsva-l-subscribe@acb.org).

Send a blank email with a blank subject line. You will receive a confirmation email from rsva-l to which you must respond in order to confirm. After you confirm, you will be added to the list.

***RSVA hopes you enjoy the online information sharing!***



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**Sassy Cindy's Sagebrush Notes:** *Oh, those singers during the hospitality party... Filo Tu, Bob Humphreys, John Gordon. Oh, can those guys sing!"*

# THE VENDORSCOPE SPOTLIGHTS

*By: Mary Sue Welch*

## **Robert R. Humphreys, Esq.** (Legal Counsel for RSVA)

*“Far better is it to dare mighty things, to win glorious triumphs, even though checkered by failure... than to rank with those poor spirits who neither enjoy nor suffer much, because they live in a gray twilight”-- Teddy Roosevelt.*

So! Who is Robert R. Humphreys? Is he only legal Counsel for Randolph-Sheppard Vendors of America? As legal counsel for RSVA, is that all he does? This article will spotlight and explore a lifetime of service given to our country and those of us who are blind and/or physically disabled, by Mr. Robert R. Humphreys (Bob Humphreys as we all know him).

Bob was born in 1938 just at the end of The Great Depression and just before World War II. He is a member of “The Greatest Generation”, as named by Tom Brokaw in his book with that title. Born in Oregon, Bob told me that since his father was in the military, the family moved around the country a lot. In fact, Bob stated that he and his family traveled by automobile across the country seventeen times. The longest time he ever spent at one school was in high school, where he attended the same school for three years.

His father attended the University of Oregon and his mother also attended the University for a short time. Remember, this was happening at the end of the Depression, so Bob’s parents both had to work. His dad worked in a shoe store while his mother sang at funerals to make enough money to buy milk. Then his father joined the Army at the beginning of the war and became a career officer. The family began their travels as his father served in the Army and eventually even worked at the Pentagon.

As I think about Bob’s childhood, I imagine that his parents gave him a lot of their own qualities, such as a good work ethic and a sense of making the best of every situation. He wanted to excel in all that he did.

I was surprised to learn that Bob attended high school with Warren Beatty, the actor. Bob and Warren Beatty shared a drama class in high school. Who do you think was voted “best actor”? Well, it *wasn’t* Mr. Beatty.

As they left Washington Lee High school in Arlington, Virginia, Warren went to Northwestern University majoring in drama while Bob, (still gloating a bit over being chosen as best actor in school), went to Washington University, also majoring in drama for his first year in college. Later he changed his major to political science, and we all know how well that change in career plan has benefited us.

Following in his father's footsteps, Bob served a hitch in the Army during the Berlin Wall crisis. He served as a pilot, and I know that many of you have heard his stories about those years. Did you know that during his last year of service, Bob spent his time flying the *Enlisted Man of the Month* wherever he wanted to go? From the low chuckle I heard when we talked about this, I believe he has many good memories of that time.

After his time in the Army, Bob returned to law school at George Washington University. He married Natalie, whom I've learned is as voluble as Bob is quiet. Together they have two children who are successful in their own rite. They are Tatyana Humphreys, M. D., Professor of Cutaneous Surgery, at Thomas Jefferson University, Philadelphia; and Gregory Humphreys, Ph.D., Assistant Professor of Computer Science (with tenure), University of Virginia, Charlottesville. Bob and Natalie have four grandchildren: Greg has two girls, while Tatyana has two boys.

After Bob left law school, his career really began to take off. He became a lobbyist on Capitol Hill, where he met and was influenced by many lawmakers. One of those persons was Senator Jennings Randolph. Through the Senator's influence, Bob began to believe that the blind vendors were not receiving the consideration they should through the Federal Government. Bob began to write some of the most monumental legislation since The New Deal.

He wrote the amendments to the Randolph-Sheppard Act, which were presented to the Senate in 1972. To Bob's dismay, the amendments were not passed at that time. However, in 1973 they were re-presented and they were passed then. Bob also had a great part in developing legislation affecting those with Black Lung disease. In 1977, during the Carter Administration, Bob received the exciting Presidential appointment of Commissioner of The Rehabilitation Services Administration.

I asked Bob what he has considered the most exciting time in his life. He said: "I think the most enjoyable time of my life, or at least the most fulfilling, was when I was RSA Commissioner, although my time on the Hill runs a very close second". Bob has received many honors and awards throughout his life. He has received the Jennings Randolph Award twice, most recently in 2006.

Is Bob a fighter for Randolph-Sheppard Vendors? Well, you might ask Filo Tu and Warren Toyama about his help to the Hawaii blind vendors. He helped them to get the vending at Honolulu International Airport, which now provides jobs for four vendors. Warren told me that Bob went with the Hawaii blind vendors to The Supreme Court twice. Once they won their case and once they did not.

Bob has worked as an arbitrator with many other states such as: Arizona, Florida, California, South Carolina, Illinois, Hawaii, Montana, Nevada, Washington, District of Columbia, Texas, Pennsylvania, and Wisconsin. I have been told by John Gordon, Warren Toyama and others, that Bob is never too busy to stop and talk to a vendor with a question. That's part of the reason he serves as legal counsel for RSVA, which is a position he has held off and on for twenty years or more.

In the last year or so, we have learned that Bob still enjoys entertaining. He has recently begun singing karaoke and he has a couple of songs that he always sings: "The Hawaiian Wedding Song" and "Tiny Bubbles". Bob and Natalie have recently made Hawaii their permanent residence. Bob admits that his life now isn't half bad. He says he lives in a beautiful place with much to enjoy. Also, he has joined the Hawaii Blind Association, which is the ACB affiliate in Hawaii. I'm told that when he's at home, he comes to the meetings and participates like all of his blind friends and business acquaintances.

So, who is Robert R. Humphreys? He is a true friend to the blind vendors throughout the United States. Not everything he has tried has been successful. But, he has never stopped trying to make this program stronger and better. Thank you Bob, for being our true friend. We admire and appreciate your work for us throughout so many years! And Bob, thanks for liking us with all of our little idiosyncrasies. So many who work with the blind, simply find their work to be a job. From you, we truly feel the warmth of your friendship. It gives us great pleasure to spotlight your career in this issue of The Vendorscope!

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### ***SOMETHING TO PONDER...***

*The year 2011 has 4 unusual dates: 1/1/11; 1/11/11; 11/1/11 and 11/11/11*

*Also something interesting and eerie: Take the last 2 digits of the year you were born, plus the age you will be this year in 2011 and it will equal 111.*

# **THE WHITE PAPER**

*Compiled By: Ron Eller, RSVA Legislative Chair*

## **A Sagebrush Panel Discussion**

As you may recall, a copy of the BEA “White Paper” was published in the last issue of the Vendorscope. The Sagebrush 2011 Committee thought the Conference would be great timing for a panel discussion on this White Paper, which had been distributed in the weeks before the Conference.

The BEA Steering Committee had created this document over a period of several months. Terry Smith, Director of Tennessee BEP and a BEA committee member, opened his remarks stating that the White Paper was not an official document, but should be considered a working document. The White Paper was created to stimulate dialog between the Randolph-Sheppard program vendors and other entities concerned about the health of the R-S program.

Mr. Smith also noted the steering committee knew the document would not be accepted by the vendor community as is, but it would create much discussion on the good and bad points put forth. Everyone has seemed concerned over the decline of opportunities for blind entrepreneurs over the past several years, as well as the need for future advancement of the Randolph-Sheppard program to regain new opportunities and replace those already lost due to the economy, political climate, downsizing of government programs.

The panel (and attendee participants) seemed to be in agreement that the program is in need of a new type of administration, whether it is a renewed effort by RSA, a privatization of the program, or a non-profit organization as a national nominee, which would also be responsible for a national R-S training program. This could also include a type of national licensure for vendors as well.

Dan Sippl, President, RSVA, stated that now is the time for all consumer organizations to come together and advocate making the program stronger to ensure its growth and diversity of opportunities outside of food service facilities. Dan indicated that all blindness organizations must come to agreement on these issues, as agreement is essential for future growth of the program.

Bob Humphreys, RSVA attorney, as well as former RSA Commissioner, said the time might be right to consider changes to the Randolph-Sheppard Act. At the same time, he reminded everyone of the political mine fields that must be navigated if the Randolph-Sheppard Act is opened for new legislation.

I would like to express my appreciation to the panelists for their time to be a part of the discussion of the future of the Randolph-Sheppard program. The panel discussion was widely attended by conference attendees and there were many positive comments during and after the presentation.

Donnie Anderson, Editor of the Vendorscope, will continue to accept comments and suggestions concerning the White Paper, which can be found on the RSVA.biz website in the Winter 2010 Vendorscope issue. Watch for further comments in future Vendorscope issues.

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***FOR YOUR READING ENJOYMENT ..... PAST ISSUES OF THE VENDORSCOPE CAN NOW BE FOUND AT RSVA.BIZ!***

***MAKE YOUR RESERVATIONS FOR THE JULY 2011 ACB / RSVA SUMMER CONVENTION... JOIN US IN CELEBRATING THE 75<sup>TH</sup> ANNIVERSARY OF THE RANDOLPH-SHEPPARD ACT!***



## **RSVA PARTICIPATION AT THE 2011 ACB LEGISLATIVE SEMINAR**

***By: Ron Eller, RSVA Board Member / Legislative Chair and  
Roy Harmon, California Vendor / Rest Area Committee Chair***

The 2011 ACB Legislative Seminar took place from Sunday, February 27 through Tuesday, March 1, 2011. Many RSVA vendors joined ACB members from throughout the U.S. to learn about current federal legislation of concern to blind members, which they could share with their representatives in Congress.

Attendees spent Sunday afternoon and all day Monday in meetings where a full roster of speakers briefed the participants on current issues. Denise Worden, U.S. Department of Justice gave an update on ADA regulations. The next speaker was Donald Kahl from the Equal Rights Center, which has worked with ACB recently to document a pattern of discrimination against guide dog handlers in Washington, D.C. Melanie Brunson, ACB's Executive Director, finished Sunday's program with a review of ACB's recent legal Advocacy activities.

On Monday, Emily Khoury, Legislative Director from Congressman Edolphus Town's (D-NY) office, gave a presentation on the how-to's of having an effective meeting with your member of Congress. Mark Richert, Director, AFB, then talked about the issue of making prescription drug labels accessible and about the need to advocate for Medicare to pay for low vision devices.

Steven Schwadron, from the Cozen O'Connor Public Strategies, spoke about the detrimental impact that IRS regulations have had on charities through their vehicle donation programs and about how we can advocate to change the law to revive car donation programs. Karen Peltz Strauss, Deputy Chief, FCC, was the luncheon speaker, and her talk revealed the FCC is working to prepare regulations to implement the *21<sup>st</sup> Century Video and Communications Access Act* that ACB helped to pass last year.

Afternoon speakers reported on the Air Carrier Act and what it means for blind travelers. Aaron Bishop, Executive Director of the National Council on Disability, spoke about the future of the NCD and its issues for 2011. Lastly, our RSVA President, Dan Sippl presented an update on current issues of concern to RSVA vendors, which was well received with numerous follow-up comments and discussion amongst the attendees.

On Tuesday, all of the attendees headed to the “Hill” to meet with their congressional representatives to present their concerns and requests for action. The ACB issues of prescription labeling for the visually impaired, along with the low vision aid exclusion, and the IRS vehicle donation law affecting non-profit fundraising, were presented to all of the congressional representatives and/or their aides.

ACB President, Mitch Pomerantz, presented awards to several Congressmen and Senators who had sponsored legislation for ACB in 2010. It was amazing to meet and witness firsthand this ceremony which was appreciated by all in attendance.

Additionally, RSVA members discussed the *Reauthorization of the Surface Transportation Act* and possible legislation for rest area commercialization with their congressional representatives as well. Congressman Mica (Florida) and Senator Barbara Boxer (CA) had held a series of 9 “Listening Sessions” across the country, in mid February, with a resultant report that the new Bill should be completed for more hearings early this summer. The RSVA vendors received much support for blind priority at the rest areas while meeting with their congressional representatives, and they will be following the bill as it moves through Congress. Watch for further details in the next issue of the Vendorscope.

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***DON'T FORGET....You can purchase your 75<sup>th</sup> anniversary Randolph-Sheppard T-shirts online at: [www.rsva.biz](http://www.rsva.biz)!***



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**Sassy Cindy's Sagebrush Notes:** *All the folks from Hawaii were burning up those slot machines! They looked like they were winning; BUT... looks can be deceiving! Even Bob Humphreys gave into the slots! Caught ya' Bob!*

# **RSVA 2011 SUMMER CONVENTION**

***By: Ardis Bazyn, RSVA Secretary***

It's time to begin planning to attend the RSVA 2011 summer convention, as well as the ACB 50th anniversary conference and convention in Reno, Nevada. This is going to be the most exciting, information-packed, fun-filled event in ACB history, and you will want and need to be there!

The ACB Convention dates are July 8 - 16, 2011, and the hotel is the John Ascuaga Nugget Hotel Resort & Casino. Rates are \$87 single/double; add \$10 per each additional person in the room. Rates do not include 13.5% tax.

You can make your reservations now by calling the Nugget Hotel at 800-648-1177. Be sure to tell the reservationist that you are with the American Council of the Blind, group code ***gblind***, in order to receive the conference rate and count as a conference attendee.

You also have the option to make your hotel reservations for the ACB Conference and Convention online. This link will take you to a web page for ACB group reservations at the John Ascuaga Nugget Hotel. You can reserve individual king or double (2 queens) rooms, and the convention rate will be shown: [www.januggetsecure.com/jump/1308/](http://www.januggetsecure.com/jump/1308/)

The complete RSVA schedule and Agenda will be placed in the next Vendorscope, as well as on our website, RSVA.biz. The RSVA conference will coincide with the first weekend of the ACB Conference and Convention: Saturday, July 9 through Tuesday, July 12, 2011.

The RSVA Board meeting will be held from 3 pm to 5 pm on Saturday, July 9, 2011. There will be a full program on Sunday. The RSVA Awards luncheon will be held on Monday, July 11<sup>th</sup>, followed by the annual auction and karaoke night. On Tuesday, July 12, there will be the RSVA Affiliate Presidents and Board luncheon, followed by the Tuesday night hospitality activity. Mixers will also be held in the RSVA Suite on Saturday and Sunday evening. Remember you will also be able to visit all of the ACB Exhibits, as well as attend the many, many ACB presentations and discussions.

***Please save the dates! We hope to see you there!***

## **VIEWS FROM THE AUDIENCE**

***By: Giovanni Francese  
Illinois Committee Member***

If you are just going to work for the rest of your life and wind up dying at your facility, then at least enjoy yourself one time in Las Vegas. I am just joking, but everyone should get out to Vegas and at least see what the Sagebrush Conference is. I know what a lot of people think. I am not political, and the problem with that thought is that if you are in this program then you have no choice but to be political. Someone in this program told me that several years ago and it does hold true.

You don't have to immerse yourself in the politics, but you do have to be active. You never know when someone in your family is going to need this program. If we don't keep up with it, then we will lose it and never get it back.

A part of that is the annual Sagebrush Conference held in Vegas every year, around Super Bowl time. It's a chance for you to meet other blind vendors from around the country and get to network with them and find out what goes on in their facility. Did I forget the conference itself? There are plenty of very smart people around the country who are trying to look out for this program and you should try to make an effort to meet them, hear their views, and maybe support some of the ideas that they have.

This was my third year going and this was the best one yet. There was everything from Jim Kesteloot talking about the Committee for Purchase and how it works, to a round table discussion about the Randolph-Sheppard Act, to a talk about third party contracting. Each one of these discussions had plenty of interesting points and Jim's talk gave vendors something to think about for the future. I hope we can replay his talk at one of our state conferences sometime soon.

All and all, I had a good time even outside this conference. There was gambling, great eating, gambling, sunny weather, and most of all gambling. Although I did not do as well as last year, winning or losing is not the point. Keeping this program alive and well for generations to come, is the point.

Listen, I am leaving out quite a bit of information that I learned at the conference.

But if you are still on the fence about going next year, call me and I can answer any questions that you may have; anything from how to play blackjack, to what's great to eat, to what sessions to make, etc. I was skeptical in the beginning too... I remember when Bob Humphreys talked at one of our training conferences and what he talked about seemed boring; it wasn't meaningful to me. But more and more, when I hear him talk, I can start to decipher the legal "mumbo jumbo" and understand the usefulness of how to apply the law and what it stands for.

There is so much we can do, and so many other people out there wanting the same things we do. Get to know them. Work together towards our mutual goals. Step out of the box. Get involved. Be a part of making a difference. We are a powerful force when we join together and speak with one voice! Be there next year and you will see for yourself...

Anyway, a good time was had by one and all and having a good time with good company is always a good thing.

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## **RSVA FACEBOOK PAGE**

***Compiled by: RSVA National Office Staff***

RSVA has created a FaceBook page. You can sign up for a free FaceBook account by going to [www.facebook.com](http://www.facebook.com) or m.facebook.com if you are using a screen reader or cell phone, to use the site. Either is "accessible", but the second has fewer graphics and fewer links to slow your progress.

Once you've logged on, you can find the RSVA FaceBook page by finding the search box and typing in Randolph-Sheppard Vendors of America. On this page, you can also make comments or "like" a previous comment. Once you create your own profile page, others can read about you as well. It's a great way to meet new "friends".

By the time you receive this issue, there will be a link to the FaceBook page on our website: [www.RSVA.biz](http://www.RSVA.biz). Have fun exploring this new way to connect to others interested in the Randolph-Sheppard Program.

# **RSVA, PROUDLY BUILDING NEW INROADS AND RELATIONSHIPS**

***By: Ron Eller, RSVA Board Member and  
Roy Harmon, California State Committee Chair***

At the 2011 Sagebrush Conference, an invitation for a presentation to speak was extended to a recent Presidential appointee of the *Committee for Purchase From People Who Are Blind or Severely Disabled*. The Committee for Purchase consists of approximately 15 Presidentially-appointed members. It is an independent federal agency that administers the AbilityOne Program. The AbilityOne Program's mission is to provide employment opportunities for people who are blind or have other severe disabilities, in the manufacture and delivery of products and services to the federal government

The AbilityOne Program, helps thousands of people who are blind or have other severe disabilities find employment. This program coordinates its activities with nonprofit organizations across the country to employ these individuals and provide goods and services to the federal government at a fair price. NIB and NISH are examples of national organizations who work under the umbrella of the Committee For Purchase.

In recent years, Randolph-Sheppard vendors have been entering the military dining programs on numerous military bases throughout the United States. The Randolph-Sheppard Act provides priority to a Randolph-Sheppard vendor for management purposes of military dining food services, if food is prepared onsite. AbilityOne has priority on military bases for goods and services not involving food preparation. In other words, AbilityOne may provide servers, cleaners, maintenance workers, etc. at a military dining facility. Some current Randolph-Sheppard vendors at military bases may be working hand-in-hand with contracted AbilityOne workers as well, at their food service facilities, in the capacities as listed above.

When the Committee for Purchase appointee spoke to the Sagebrush participants, he introduced two other Committee members who had come to the conference to learn more about the Randolph-Sheppard Program. He had advised Sagebrush attendees that the direction of the Randolph-Sheppard Program had seemed to have "stalled" in recent years, and he was recommending that consideration be made on how to expand the Randolph-Sheppard Program rather than allow it to shrink or deteriorate.

After the Sagebrush Conference, these Committee members extended an invitation to RSVA to visit them in Washington, D.C. at their headquarters to discuss possible avenues that may be open for the Randolph-Sheppard Program. RSVA President Dan Sippl (WI), and RSVA members Roy Harmon (CA), Charlie Carroll (AL), and Ron Eller (NC), along with Ken Jessup, a political consultant and former R-S vendor (VA), accepted the invitation and met with some members of the Committee on Monday, February 28, 2011.

The meeting was very positive and informative. Attendees from the Committee for Purchase represented administrative staff as well, and they all provided input about their organization. An AbilityOne representative was also present.

The RSVA representatives were able to describe the Randolph-Sheppard Program and how it is instituted throughout the U.S., under management by State Licensing Agencies and overseen by the Rehabilitation Services Administration in the Department of Education. The vendors were able to describe the program's successes and the distinction that Randolph-Sheppard vendors are entrepreneurs, given a priority in government facilities for management of food service operations, versus the JWOD Act that provides employment for the blind and severely disabled.

RSVA President, Dan Sippl, aptly described the various types of facilities owned and operated by R-S vendors, including Roadside Rest areas. The Committee representatives were very attentive to the fact that many R-S vendors work alongside AbilityOne workers in military dining facilities, as well as Roadside Rest areas. The RSVA representatives were able to discuss the many successes R-S entrepreneurs have at their facilities presently, and were able to inform them about the 75 year history of the Randolph-Sheppard Act.

The meeting concluded with the Committee For Purchase representatives offering a commitment to RSVA to include them in their Quarterly Agendas, so that more discussions and discoveries can be gleaned about the Randolph-Sheppard Program today. Dan Sippl and the RSVA members thanked them for their time and discussion, and they are looking forward to continued dialogue.

At the conclusion of the meeting, the RSVA representatives were given a tour of the headquarter facilities, which also included a history of AbilityOne and how their successes have grown over the many years. AbilityOne proudly employs thousands of blind and severely disabled workers, with pay scales appropriate to the type of jobs performed in the various quadrants across the United States. Watch for further meeting reports in future Vendorscope issues.

## WHAT'S NEW?

*By: Ardis Bazyn, RSVA Board Secretary*

(To submit items for this column, send information to Ardis Bazyn, e-mail: [abazyn@bazyncommunications.com](mailto:abazyn@bazyncommunications.com). The appearance of any items in this column does not imply any endorsement by the RSVA board or the Publications Committee.)

### NEW ONLINE PROGRAMS

#### *Open Source Screen Reader*

An open source free screen reader is NVDA. Find it at: [www.nvda-project.org/](http://www.nvda-project.org/).

#### *Scanning in the Cloud*

You can now scan, without installing blindness software reading programs, like Openbook, Kurzweil, etc.! It's scanning in the cloud! How can you use it? First, plug in your scanner to the computer. Open whatever browser you're using. Now, turn off your screen reader, you won't need it. Type in [www.docuscanplus.com](http://www.docuscanplus.com) and press enter. Now, it will start speaking. Just follow the prompts. You can create a 3 day trial. Then, you can go to where it says simple scan and hit enter. Then, click the continue button to start scanning whatever you have, whether it's a book or a page. Soon, they will be coming with a version that works on all cell phones.

#### *Speak-A-Message*

E-mail has become an indispensable way to communicate. It's easy, fast, and accessible. But still, text conversations lack a certain personal touch. Hearing someone's voice can really add that emotional connection. Reading *Happy Birthday* in an e-mail isn't the same as actually hearing it. Speak-A-Message brings the power of voice to e-mail. Record a message and send it through e-mail. Now, you can really convey how much you miss your family while you're traveling.

All you have to do is hit the record button, then send out your voice message. You can use it with any e-mail program or Webmail service. Speak-A-Message even throws in a speech-to-text feature, so you can simply speak to compose e-mail messages, too. Download: [www.speak-a-message.com](http://www.speak-a-message.com).

## **BOOKS AND E-BOOKS**

### ***2011 Medicare and You Handbook***

The 2011 edition of the *Medicare and You Handbook*, which all Medicare recipients receive in the mail, is now available in Braille. It comes in three soft cover volumes, 257 pages in Braille. This is the official US government Medicare handbook, including what's new, Medicare costs, what Medicare covers, health and prescription drug plans, and your Medicare rights. It is also available online in a pdf format. To order this publication in Braille or large print, call 800-633-4227. You can order publications using the automated phone system but you won't get an option for accessible formats unless you speak to an agent and ask for Braille or large print.

### ***NBP 2011 Top 5 Bestsellers***

Here are the top bestsellers for the National Braille Press:

1. Getting started with the iPhone: An Introduction for Blind Users, \$18.00 (Braille, eBraille, DAISY, or Word check: [www.nbp.org/ic/nbp/IPHONE.html](http://www.nbp.org/ic/nbp/IPHONE.html)).
2. Monday Morning Quotations, \$9.00 (Braille): check [www.nbp.org/ic/nbp/QUOTES2011.html](http://www.nbp.org/ic/nbp/QUOTES2011.html).
3. Helen Keller Magnet, \$4.95 (Print/Braille magnet): check [www.nbp.org/ic/nbp/MAG-KELLER.html](http://www.nbp.org/ic/nbp/MAG-KELLER.html).
4. Tacky the Penguin, \$10.99 (Print/Braille picture book with audio CD): [www.nbp.org/ic/nbp/BC1101-TACKY.html](http://www.nbp.org/ic/nbp/BC1101-TACKY.html).
5. Braille Caravan, \$30.00 (30 blocks, print activity guide, canvas bag): check [www.nbp.org/ic/nbp/CARAVAN.htm](http://www.nbp.org/ic/nbp/CARAVAN.htm).

To order any 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. Order any of the books online: [www.nbp.org/ic/nbp/publications/index.html](http://www.nbp.org/ic/nbp/publications/index.html). Send questions to: [orders@nbp.org](mailto:orders@nbp.org).

### **Elsevier E-books**

Elsevier enables its e-books to read aloud, increasing access for people with print disabilities. Elsevier, the world-leading publisher of scientific, technical and medical information products and solutions, has announced that it has enabled the text-to-speech option on all of its ePub book titles.

The text-to-speech function enables an e-book to read aloud. This will facilitate access through its text-to-speech allowing more to interact with e-books. Elsevier is committed to providing universal access to quality content in sustainable ways, and is working to identify and close access gaps. These e-books that are read aloud will make it easier for bright and talented people to become scientists in the future. Elsevier and the publishing industry are working to make more publications accessible. They are partnering with accessibility experts and a range of software developers and device manufacturers to find more accessibility of highly structured and illustrated textbooks, mathematical formulae, and highly specialized and interactive scientific databases. Check: Elsevier.com.

### ***Amazon's New Kindle***

Amazon.com has a new version of Kindle for the PC that adds accessibility features designed for blind and low-vision customers. Kindle for PC with Accessibility Plug-in is a free, downloadable application for your Windows PC. It provides the following accessibility features: text-to-speech reading with adjustable voice settings, voice-guided menu navigation, large font sizes, high contrast reading mode, keyboard navigation, and accessible shortcuts.

With this software, the entire collection of English language books in the Kindle Store can be read aloud. Amazon carries over 750,000 English language titles in accessible e-books. In order to use the text-to-speech feature, an external screen reader program must be installed and running on the Windows PC. The free download is available at: [www.amazon.com/kindle/accessibility](http://www.amazon.com/kindle/accessibility). They welcome your feedback at: [kindle-PC-accessibility-feedback@amazon.com](mailto:kindle-PC-accessibility-feedback@amazon.com).

## **LEARNING OPPORTUNITIES**

### ***DeWitt & Associates***

Have you ever needed to learn an unfamiliar assistive technology? Prepare for a new class? Assess an incoming student? Integrate assistive technology into your workplace? DeWitt & Associates is in the business of providing training solutions. Products and services include assistive technology training, training materials and assessment tools, with an emphasis on the visually impaired. De Witt's TrainingWare® Teaching Word 2010 using JAWS, is available. DeWitt & Associates continues to expand on their line of Office titles, and has added Word 2010 using JAWS.

Much of today's communication begins as a Word document. Each TrainingWare title is designed to make learning easy and fun. For Word 2010, the concepts covered include, among many others: the File tab, Tables, Styles, Headers and Footers, building an index and Table of Contents, and customizing the Ribbon. Some of the other benefits you'll enjoy with your purchase of Using Word 2010 using JAWS include: attractive and affordable pricing, comprehensive and simple to use, right out of the box, phone and email support from De Witt staff, and the Quick Tips Newsletter - semi-monthly emails full of additional tips and content. Please call them at 877-447-6500 ext. 211, email: [info@4dewitt.com](mailto:info@4dewitt.com); [www.4dewitt.com](http://www.4dewitt.com); Dewitt & Associates, 700 Godwin Avenue, Suite 110, Midland Park, NJ.

### ***Job Seekers Tool Kit***

The Job Seeker's Toolkit was launched on AFB's CareerConnect website: [www.afb.org/CareerConnect](http://www.afb.org/CareerConnect), a free resource for people who want to learn about the range and diversity of jobs performed by adults who are blind or visually impaired throughout the United States and Canada. The Job Seeker's Toolkit is a free, self-paced online course that allows teens or young adults who are job seekers to travel through the employment process while being guided by specific lessons. For more information, go to:

[www.afb.org/Section.asp?SectionID=7&TopicID=209&DocumentID=5319](http://www.afb.org/Section.asp?SectionID=7&TopicID=209&DocumentID=5319).

## **HELPFUL RESOURCES**

### ***White Canes***

Bob Riley is the owner of B-Canes, a company that employs blind people and markets canes for the blind. They have been working with the ACB of Nebraska and are located in Fremont, Nebraska. You can check their website: [www.bcanes.com](http://www.bcanes.com). You can also email them at [bober49@q.com](mailto:bober49@q.com) or call: 402-727 5806.

### ***Blind Grapevine***

"The Blind Grape Vine" is a phone conference for all people who are blind or visually impaired, who like to share ideas and discuss issues because of their blindness or are adapting to vision loss.

The Grape Vine celebrated its first anniversary on January 22, 2011. An average of 16 to 20 callers participates each Saturday night. The callers are not always the same but the conversations are always interesting and informative.

You can call on Saturdays at 5:00 pm Mountain time. It is a great way to meet new people, share experiences and realize that you have much to offer as well as learn. Call: 605-475-4500 and use access code 22377 #.

Remember, if you do not have unlimited long distance you should use a cell phone which does. Otherwise, you will be charged for long distance service. Contact Linda Lifsey, the founder, by calling 801-774-5555 or e-mail: [Lindalifsey@gmail.com](mailto:Lindalifsey@gmail.com) or Patti Matej at 801-904-2099 for further information.

### ***Here and There Audio Magazine***

*Hear and There Audio Magazine* is a relatively new program provided by ACB Radio. Hear what they are talking about, and you will feel like you are there. Check this link for the schedule: <http://hearandthere.net/Schedule.aspx>

If you would like to subscribe to the H&T Podcast, use this link in your podcatcher or add it to your Favorites feed list:

<http://duhلمان.podbean.com/feed>.

You can subscribe to the ad list from the ACB.org website.

### ***Christian Camping***

The 2011 Camp Siloam for blind adults will be held at the Golden Cross Ranch in New Caney Texas from May 21 - May 28. New Caney, Texas is approximately 25 miles North of Houston. The Christian camping session will have as its morning Bible teacher Pastor Bruce Coonce of the Community Baptist Church in San Marcos, TX. He will be teaching the book of Jonah in the AM services. The nighttime services will be conducted by Camp Director George Gray.

Events for the week include: 2 hayrides, 2 talent nights, a shopping trip, horseback riding, swimming, Christian film day plus a field trip to be announced. There is a \$25 non refundable registration fee to get a camp medical form and a camp application. If you are between 17 and 68 you can join them for a fun week.

Funds should be sent to: The Gospel Association for the Blind, PO Box 1162, Bunnell, FL 32110. Call: (386) 586-5885 or leave a toll free voice message at (866) 251-5165 and enter mailbox 7128 #. Include your name, address, phone number cell number and e-mail. Help with transportation costs is available for first-time campers. Also the camp fee of \$220 is waved for first-timers. Enjoy an unforgettable week.

# RSVA LINKEDIN GROUP

*Compiled by: RSVA National Staff Office*

RSVA has formed an RSVA LinkedIn group. LinkedIn is a business networking website where you can share information about yourself and your business by creating a profile. Once you have joined LinkedIn, you can join the RSVA LinkedIn group.

To start using LinkedIn, go to [www.linkedin.com](http://www.linkedin.com). If you find the full site challenging or use an iPhone, you can go to [m.linkedin.com](http://m.linkedin.com). Either goes to the same site, but the second choice doesn't show all the applications, extra links, and graphics, so it is easier to use. You can create a profile for free, once you sign in with your email address and a password you've chosen.

After you have logged on, even before you have created a full profile, you can go to the search box and type in Randolph-Sheppard Vendors of America group and you will find the RSVA LinkedIn Group.

You can just read what has already been posted, leave a message in response to previous posts (messages), or ask a question of other members. Join and enjoy meeting others!

\* \* \* \*

## More To Ponder....

“Why are a wise man and a wise guy opposites?”

“Why do overlook and oversee mean opposite things?”

“ Why is it we drive on our parkways and park on our driveways?”



**Sassy Cindy's Sagebrush Notes:** *Donnie Anderson and his scooter...Oh, you had to be on the lookout for him coming. He was even caught hauling John Gordon...PRETTY SCARY! And Kim was sooo busy, but she always is....and we love her for that!*

# **RSVA COMMITTEE CHAIRPERSONS**

## **STANDING COMMITTEES**

### **Awards:**

**Constitution & By Laws: Ardis Bazyn (CA) 818-238-9321  
*abazyn@bazyncommunications.com***

**Convention: Filo Tu (HI), *f.tu@bvoihawaii.com***

**Credentials: Terry Camardelle (LA) 504-416-8392, *rsvaterry@juno.com***

**Finance & Budget: Terry Camardelle (LA) 504-416-8392, *rsvaterry@juno.com***

**Legislative: Ron Eller, (NC) 828-726-0025, *mreller1@charter.net***

**Membership: John Gordon (IL) 312-491-0752, *ICBV@sbcglobal.net***

**Publication: Donnie Anderson (IL) 312- 805-7500, *vendyboy@me.com***

**Public Relations: Donnie Anderson (IL) 312- 805-7500, *vendyboy@me.com***

### **Resolutions:**

**Ways & Means: David Hanlon (CA) 858-610-0825 *d\_hanlon@san.rr.com***

## **AD HOC COMMITTEES**

**Bingo: Terry Camardelle (LA) 504-347-7876, *rsvaterry@juno.com***

**Legal: John Gordon (IL) 312-491-0752, *ICBV@sbcglobal.net***

**National Accounts: Dan Sippl (WI) 715-839-8591 (home), 715-839-8591  
(work) 715-828-9088 (cell), *sippl@charter.net***

**Oasis Project/Roadside Rest Areas: Roy Harmon (CA) 760-419-0885  
*reharmon@gmail.com***

**Planning: Ardis Bazyn (CA) 818-238-9321  
*abazyn@bazyncommunications.com***



**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 1<sup>st</sup>, delinquent March 1<sup>st</sup> of each year.

Please mail this form with your check made out to:

RSVA National Office

Terry Camardelle, Treasurer

940 Parc Helene Drive

Marrero, LA 70072-2421

Phone: 504-328-6373

Fax: 504-328-6372

Toll-Free: 800-467-5299

E-mail: Kim.Venable@att.net

(Over)

## RSVA OFFICERS

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### **Charles Glaser, Past President**

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[cglaser@bellsouth.net](mailto:cglaser@bellsouth.net)

## BOARD OF DIRECTORS

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[cc3054@bellsouth.net](mailto:cc3054@bellsouth.net)

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985-856-1499 (cell), [burtsvending@gmail.com](mailto:burtsvending@gmail.com)

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**NATIONAL OFFICE  
940 Parc Helene Drive  
Marrero LA 70072 - 2421**

**FREE MATTER FOR THE  
BLIND & HANDICAPPED**