

MESSAGE FROM THE PRESIDENT

By: Dan Sippl, RSVA President

Let's Embrace Change

It's been a busy summer as we all recuperate from the wonderful convention in Columbus, Ohio. If you are like many of us, you are still catching up on what could and should have been finished at convention. There simply is not enough time to take in all that the convention offers and visit with old friends and make new ones.

That is a very recognizable reason why we have our annual Sagebrush Training Conference every year, to augment our convention. Please join me in congratulating Richard Bird from Ohio, Herbert Reado from Louisiana and Zach Snow from Georgia for securing their election to the RSVA Board of Directors. We all welcome them with their fresh thoughts on moving RSVA and our blind vendor program to the next level.

As we have transitioned over the years from newsstands, snack bars, cafeterias, full dining services to the military, and vending operations, and as we prepare for further transitions into Micro Marts, convention attendees had an opportunity to tour a fully automated Micro Mart while in Columbus.

As we are coming to know Micro Marts for highly secure facilities, we all are aware that many of us work in full or partial public access facilities. There are needs for automated Micro Marts which allow general public access to maximize our sales. As Micro Marts and fully automated Micro Marts build their foundation in the vending and food service business, they further allow us to expand into the private sector to sustain our goal of growth.

We cannot continue to rely on the Public sector, which as we all know, is declining and not expected to regain its stature in the near future. As our industry changes, and will continue to change with the healthy eating concerns, rising costs, and stagnant hourly pay rates, it is more important than ever to stay in touch with everyone and everything that we can utilize for growing our businesses.

Attending as many training conferences as possible, the Annual Sagebrush Training Conference in particular, will surely reap its personal benefits as we weather the stagnant pay of the public sector and glean the benefits of a steadily improving private sector. See you at Sagebrush!

As the private sector continues to improve, our locations still look very favorable in their eyes. Thus, it is ever so important that we get involved and work with RSVA to preserve our program rather than sit back and allow it to be swallowed up due to apathy on our parts. It is totally up to us to work in unison to preserve our program for many generations to come. We can best do this by staying in touch with our suppliers, civic leaders, government officials, and elected officials as much as possible. Let's get involved in the further evolution of our program to make the greatest even better.

The RSVA Convention Committee Team is working very diligently right now to create a new and exciting training Conference for both SLA personnel and Randolph-Sheppard vendors from across the nation. Check our website, **rsva.biz**, on a regular basis for exciting additional information. Mark your calendar for the week of Valentine's Day 2014 with the special person in your life at a fabulous rate of \$45 per night for a 4 Star facility in Las Vegas!