

# THE VENDORSCOPE

RANDOLPH-SHEPPARD VENDORS OF AMERICA



FALL, 2011 – VOLUME 43 – ISSUE # 4



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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**PRESIDENT: DAN SIPPL, WISCONSIN**

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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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Printed by: HORIZONS for the BLIND  
Crystal Lake, IL 60014  
[www.horizons-blind.org](http://www.horizons-blind.org) - 815-444-8800

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# MESSAGE FROM THE PRESIDENT

*By: Dan Sippl, RSVA President*

## **REFLECTIONS**

It is with great enthusiasm that I welcome Cindy Carruthers as our new Administrative Assistant for RSVA. As many of you are aware, Cindy is the daughter of a long time friend and leader of RSVA, Gene Hiesler. She brings with her a vast and lifelong knowledge of our Randolph-Sheppard Vendors of America. She will be assuming the responsibilities that Kim Venable has performed for us for over 20 years with the utmost of excellence. Kim is not stepping down, just stepping aside. She will continue to be a strong advocate of our program. With Kim and Cindy's long standing relationship, the transition will be a very smooth and seamless one for all of us.

As everyone is wrapping up their fall meeting schedules and preparing for the Holiday season, it is a great time to reflect on the value of our program to our family and customers. As we traveled around the various states to visit and present to annual meetings and upward mobility training conferences, we are reminded that we can do anything we put our hearts and minds to doing. We may just do it a little differently than the sighted world. It always amazes me that we generally end up doing it better, more efficiently and more personally than those with full use of their vision. There are so many great stories and biographies out there that I dare not try to repeat them. They can only truly be told by the ones who actually lived them.

It also amazes me that we continue to find so many people that support us well above the call of duty. Government employees are unselfishly willing to assist and offer guidance as we continue to be the best in our profession. They spend nights and weekends with us as we strive to bring our customers the best, as they deserve.

With all of their support and your great attitude and work, we will continue to stay in contact with our legislative leaders to build our program and remind them about the importance of our Randolph-Sheppard Program to society. We continue to work with the White House administration, the Rehabilitation Services Administration (RSA) staff, and Melanie Brunson and Eric Bridges of the American Council of the Blind to encourage the signing of an executive order reinforcing the R-S Act. We also continue to work with the RSA staff to promote some standards and guidelines for our Teaming Partners and SLA's who provide military dining contracts for our troops.

As we prepare for the holiday season, it is not too early to make plans to attend Sagebrush in Las Vegas in February. Attending Sagebrush will help you continue your personal goals of improving yourself and finding ways to be more efficient and profitable while providing the maximum service to our customers. As you peruse our agenda you will note that we are having a session on vending machine maintenance to allow us to keep our machines in prime operating order to produce the maximum of sales for our profitability. With that, you may want to bring your drivers along for training as they are generally our eyes as we maintain our equipment at peak performance.

As a reminder, Sagebrush is being held over Valentine's Day in Las Vegas, what a better way to show your appreciation for your Valentine than to bring her or him to the city of entertainment.

**Viva Las Vegas!**

\* \* \*

***Publication note: The Vendorscope is provided for all RSVA members quarterly. If you prefer a text or large print electronic version, please notify the national office or go online at [rsva.biz](http://rsva.biz) and change your preferred media information.***

## **FROM THE DESK OF THE CHAIR**

*By: Ardis Bazyn, Publications Chair*

I'd like to dedicate this issue to Kim Venable for her twenty years of work with RSVA. Even though she is stepping down as our office manager, she will always remain our friend and advocate. An article on Kim is part of this publication. This is not goodbye but a hearty thanks to Kim for her hard work.

"Vendorscope" magazine is an excellent way to connect with each other in reference to information and projects happening nationally and in various states. In this fall quarterly issue, you will be able to read the article on the upcoming 2012 Sagebrush conference. RSVA is finalizing plans for a "better than ever" conference in 2012 in Las Vegas. You can also read about state and national efforts on the Randolph-Sheppard front. The state of Texas article tells about plans to start a new affiliate. We have our latest legislative update, an article explaining the benefits of membership in RSVA, as well as some important announcements. Robert Humphreys, RSVA attorney, explains how RSA could improve the standards used in determining how D.O.D. contracts are awarded.

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 ACB/RSVA 2012 conference in Kentucky as suggested.

The RSVA Publications committee wants to extend an invitation to all affiliates to please share your state upward mobility and state affiliate events with us, both to publicize your events before they come and to share outcomes and information about them after they occur. We'd also like you to let us know what you'd like to see on our RSVA website and online networking sites.

I'd also like to invite you to make suggestions for improving our website: [www.rsva.biz](http://www.rsva.biz) or [www.randolph-sheppard.org](http://www.randolph-sheppard.org). We try to keep it as updated as possible and are always working on making new changes to improve the site.

We have an annual award for the best article sent in by a 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.

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 site, 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.

I want to again thank our Publications Committee and their commitment to complete each issue on time. If anyone is interested in serving on this committee, please give me or Dan Sippl a call. We're always interested in getting more volunteers to write articles that would interest our readers.

\* \* \*



**HAPPY HOLIDAYS!**

***Best wishes for***

***A Wonderful holiday season!***

***From the***

***Vendorscope Publications Committee***

***And the***

***2011-2012 RSVA Board of Directors***



## 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](mailto: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](mailto:kim.venable@att.net)

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### GET WELL WISHES FROM RSVA

*Charles Carroll, Alabama  
Lional Ezell, Louisiana  
Buck Kimball, Louisiana  
Shelly LeJeune, Louisiana*

- - - - -

### 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 and every one of them.

*Charles Vidumas, Pennsylvania  
Suzanne Clark, Texas  
Mike Underhill, Texas*

- - - - -

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

## **DONATION ACKNOWLEDGEMENTS**

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

### **RANDOLPH-SHEPPARD VENDORS OF AMERICA**

*Alabama: BEN FORDHAM*  
*Alabama: HOWARD BURT*  
*California: EDNA ODEGAARD*  
*California: GUNNAR SERPA*  
*California: MICHAEL HATCH*  
*California: PAUL & JONI PATCHE*  
*Illinois: JAMES KESSTELOOT*  
*Minnesota: KEN MILLER*  
*New York: MARY JANE SCHMITT*  
*Ohio: DON EMERY*  
*Oklahoma: AB SWANSON*  
*Pennsylvania: FRANK WOLFE*  
*South Dakota: DAWN BRUSH*  
*Wisconsin: LEE YOUNG*

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*Maryland: GEORGE ABBOTT*  
*Mississippi: J ELTON MOORE*  
*Ohio: DON EMERY*  
*Oklahoma: AB SWANSON*  
*Wisconsin: LEE YOUNG*

## 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.

\* \* \*

### **ARTICLE CORRECTION**

*Please note:* In the article entitled *75 Years of Randolph-Sheppard Excellence -The RSVA Annual Conference, Summer 2011* by David Hanlon, two errors were made in the caption of the group picture. George Abbott was improperly identified as Robert Abbott and Carolyn Abbott was not identified. The picture should have appeared as shown below. Please accept our apologies for these errors.



*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, George Abbott, MD, Carolyn Abbott, Ray Washburn, OK, Mary Lou Washburn, OK, Robert Humphries, HI.*

## **“SAVE THE DATES” - THE RSVA 2012 ANNUAL SAGEBRUSH NATIONAL BEP 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 11 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](http://www.rsva.biz) or [www.randolph-sheppard.org](http://www.randolph-sheppard.org). You should have received copies of the Sagebrush registration forms in the mail. The registration forms for participants, exhibitors, and sponsors are also available online at [www.rsva.biz](http://www.rsva.biz) or [www.randolph-sheppard.org](http://www.randolph-sheppard.org).

The preconvention RSVA Board meeting will begin at 1:00 pm on Monday afternoon, February 13. The registration table will open at 1:00 pm on Monday as well and remain open until 8:00 pm. The Sagebrush “Welcome Reception” will take place from 7:00-9:30 pm on Monday, February 13th. Attend and enjoy the great entertainment! On Tuesday, the Conference begins with a full buffet breakfast, followed by programming. We’ll have “welcomes” from RSVA president, Dan Sippl, Nevada Council of the Blind President, Rick Kuhlmeier, and the RSVA affiliate in Nevada President, Kae Pohe, as well as from the BEP administrator in Nevada, Ms. Katherine Yonkers.

After the traditional introduction of participants, ACB President, Mitch Pomerantz will give us some updates from ACB. The National Automatic Merchandising Association (NAMA) will give us their latest news. A “Legal 101” session will give us some legal tips on Randolph-Sheppard issues. Presenters will be Susan Kern, Assistant Attorney general, (HI) and our own Robert Humphreys, Esq. A panel highlighting collaboration with state affiliates will be followed by Richard Rueda on the topic “How to get more youth involved in the Randolph-Sheppard Program”. This will complete the morning session.

On Tuesday afternoon, we will hold a session on Vending 101. Speakers will highlight some tricks to repairing vending machines, as well as ways to save energy in your facility. These should interest those vendors wondering about vending, as well as those experienced vending managers. After this afternoon of training, two break-out sessions will occur at 4 pm: one for R-S committee chairs and one for BEP administrators. Also, on Tuesday afternoon, Robert Humphreys, RSVA attorney, will be available for individuals to consult and ask questions about the R-S program.

On Wednesday, we will again have our full buffet breakfast before the programming starts. A panel of California vendors will explain their current California focus calls and how they have helped vendors in their state. Next, there will be four vendor panels: one with cafeteria managers, one with Post Office facility managers, one with total vending managers, and one with snack bar managers. An “RSA Update” will be given by Daniel B. Frye, J.D., Management and Program Specialist, Randolph-Sheppard Programs, RSA. A State Administrator Panel will follow. We want to encourage all State Administrators attending Sagebrush to participate in this panel. At noon, our exhibits will be open until 5:00 pm. We will have appetizers and iced tea available. At 3:00 pm, we will have a cash bar with lots of door prizes.

We expect a large amount of exhibitors again this year after our successful conference attendance last year. Thursday morning will begin with another buffet breakfast and then programming. Our first topic will be "Apple Products and Applications" presented by Vashaun Jones from the Apple Store in GA. After a panel on "Today's Federal Agencies and the Randolph-Sheppard Program" with participating agencies, the topic of "New technologies for Diabetes" will be presented by Chris Gray (CA).

RSVA President, Dan Sippl, will moderate our Sagebrush Annual Luncheon, followed by a Keynote speaker. Our George Arsnow Award winner will be presented. After lunch, we will have a panel on Social Security and Medicare issues and updates, especially geared toward self-employment and the Randolph-Sheppard Program. Mary Sue Welch (TX), a retired SSA benefits advisor and Dorothy Tate, Social Security Administration representative (NV) will provide the latest information.

Next, the topic will be "Military Dining Advocacy". Presenters will be Susan Kern, Hawaii Assistant Attorney General; Bob Humphreys, RSVA attorney; and D.O.D. partners. On Friday, after our full breakfast, we expect to have military base management training for those interested in pursuing military operations.

Please check [www.rsva.biz](http://www.rsva.biz) or [www.randolph-sheppard.org](http://www.randolph-sheppard.org) for the latest schedule and updated information. We will have the final program available in email the week before the conference. Please let us know if you wish this option. We look forward to seeing all of you in February 2012. We realize this conference is during the Valentine's Day week, but we hope you bring your sweetheart with you in celebration!

***DATES TO REMEMBER FOR SAGEBRUSH:***

***February 13, 2012 – February 17, 2012***

***SEE YOU THERE!***

## THE 2012 SAGEBRUSH CONFERENCE REGISTRATION FORM

Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone \_\_\_\_\_ Work Phone: \_\_\_\_\_

Fax: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Email: \_\_\_\_\_

\_\_\_ Check here if you do not wish to share your contact information with other participants, exhibitors, and sponsors.

Vendor: \_\_\_ Spouse: \_\_\_ Guest: \_\_\_ Speaker: \_\_\_

Administrator: \_\_\_ BEP-Staff: \_\_\_ Other: \_\_\_\_\_

Media Format: Large Print \_\_\_ Braille \_\_\_ CD \_\_\_

The following food events are included in your registration. To assist the convention committee, please check the events you plan to attend.

*Monday Evening Reception* \_\_\_ *Tuesday Breakfast* \_\_\_

*Wednesday Breakfast* \_\_\_ *Wednesday Exhibits* \_\_\_

*Thurs Breakfast* \_\_\_ *Thurs Luncheon* \_\_\_ *Friday Breakfast* \_\_\_

Registration Fee Prior To December 31, 2011: \$150.00 \_\_\_

Registration Fee After December 31, 2011: \$200.00 \_\_\_

To register online and pay by credit card or PayPal and to get conference updates, go to our website @ [www.rsva.biz](http://www.rsva.biz). For more information, contact Kim Venable @ (504) 328-6373, Fax: (504) 328-6372 or email: [kim.venable@att.net](mailto:kim.venable@att.net). Notice to all participants: a valid registration badge will be required to enter any convention function. Sorry we will be unable to give refunds after 12-31-11.

Make checks payable to: *RSVA. Mail check and completed form to the RSVA National Office, 940 Parc Helene Drive, Marrero, LA 70072-2421*

## LEGISLATIVE REPORT

*By: Ron Eller, RSVA First Vice-President and Legislative Chair*

At the national level, legislation in the House and Senate has been moving slowly through the system. We must remember this doesn't mean that members of the legislative committee aren't continuously checking on bills in both bodies of Congress that would concern all Randolph-Sheppard vendors. We continue to search through legislation that deals with transportation, military dining, and the postal service, etc. We are always monitoring the HELP Committee for the possibility of opening the R-S Act.

Keep in mind, things can change without notice. We hope our congressional sources and our continuous monitoring of legislation will give us enough advance notice to get every R-S vendor involved in making phone calls to the appropriate legislators.

Local and State issues may not seem to be something that concerns vendors nationally who don't live within those specific areas. That complacency concerns me and should concern you. Although each state may have their own laws or mini R-S Acts, state agencies communicate with each other all the time. If one state imposes a maintenance fee on highway vendors, other states can see a potential to raise revenues. Before you know it, all rest area vendors are paying a fee.

It will take all vendors standing together to stop negative legislation that impacts the R-S Act. If we have individual state issues, I hope those states will contact the RSVA national office and ask the legislative committee for help.

Please also remember that the *Reauthorization of the Surface Transportation Act* is winding its way through committees in both congressional houses. Privatization has not been mentioned recently, but we must remain ever vigilant on this issue.



## **ACB LEGISLATIVE SEMINAR ANNOUNCEMENT - 2012**

It is not too early to begin planning to attend the midyear Legislative Seminar meetings in February 2012. Make your plans now, before the holiday activities begin. 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 either calling 1-800-Holiday, (1-800-465-4329). Please be sure to note the group ACB code is as follows: `ACB&hotelCode=WASDC&_PMID=99801505`. The room rates are available beginning 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, and 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, 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!

\* \* \*

***CELEBRATE VALENTINES DAY IN LAS VEGAS  
WHILE ATTENDING THE 31<sup>ST</sup> ANNUAL SAGEBRUSH  
NATIONAL TRAINING CONFERENCE!***

# **GEORGE ARSNOW SCHOLARSHIP PROGRAM ANNOUNCEMENT**

*By: David Hanlon, RSVA Awards Chair*

The Randolph-Sheppard Vendors of America Awards Committee is seeking nominations for the annual George Arsnow Scholarship Award. The RSVA National Training Conference for BEP offers the George Arsnow Scholarship to one newly licensed blind vendor/manager in the Randolph-Sheppard Program. Any individual who has been licensed for less than two years will be selected by no later than December 31, 2011.

The scholarship winner will be selected from among applicants who have been nominated by the Elected Committee of Managers in the state where he/she is licensed.

The RSVA Awards Committee shall consider the persons background, training record and business operation to date. The ECM Chairperson should send a letter of recommendation. The scholarship winner will receive airfare, hotel and free registration to enable him/her to attend all activities of the annual training conference.

For more information or questions please contact RSVA Awards Chairman David Hanlon at 858-610-0825 or email: [d\\_hanlon@san.rr.com](mailto:d_hanlon@san.rr.com). Please email your state's nomination letter to RSVA Administrative Assistant at: [cindyrsva@ymail.com](mailto:cindyrsva@ymail.com) or mail your letter to Cindy Carruthers, 5809 CR 406, Grandview, TX 76050.

The scholarship is named in honor of George Arsnow, the former Chief of the Vending Facilities Branch at the Federal Rehabilitation Services Administration. Throughout his tenure in this important post, he demonstrated a personal commitment to the Randolph-Sheppard Program and to increase opportunities for people who are blind or visually impaired.

# **RANDOLPH-SHEPPARD AND MILITARY DINING**

*By Robert R. Humphreys, Esq.*

## **THE RSA INITIATIVE ON MILITARY DINING CONTRACTS**

On September 21, 2011 the Rehabilitation Services Administration sponsored a four-hour invitation-only training and discussion session on military dining contracts in Nashville, Tennessee, site of the NFB's Blast Conference. President Dan Sippl and I were invited to the meeting, along with Eric Bridges of ACB. In all, some 25 people participated, including a number of State licensing agency representatives, food service consultants, attorneys, NFB representatives, and people from NABM.

Catriona MacDonald of Linchpin Strategies, former lobbyist and policy analyst for BEA, the Blind Entrepreneurs Alliance that was dissolved in November of last year, also attended, along with Dan Frye, the RSA Randolph-Sheppard specialist.

It is RSA's expectation that the training session will serve as a platform for future, broader meetings to educate Randolph-Sheppard stakeholders on the challenges facing the blind vending program and the Randolph-Sheppard priority. President Sippl offered next year's Sagebrush Convention as a site for the next, expanded training and orientation meeting on military dining contracts.

At the Nashville meeting, a number of the challenges facing the blind vending facility program in the military dining contract arena were discussed in depth. Among these were (1) the continuing competition from AbilityOne, formerly NISH, the Javits-Wagner-O'Day central nonprofit agency; (2) the Federal legislation (Section 848 of the National Defense Authorization Act of 2006) which supposedly prevents "poaching" by AbilityOne against existing Randolph-Sheppard military dining contracts;

(3) the misunderstanding among contracting officers on the meaning, extent, and application of the priority; and (4) selection of food service consultants, or “teaming partners.”

Beyond these broad brush topics, numerous other matters were addressed. Contracting officers and their bosses, the base commanders, have been given a very strong pitch by AbilityOne. They have been carefully cultivated to favor the JWOD program over Randolph-Sheppard. AbilityOne creams large sums of money from every contract it participates in, and those funds are used in a propaganda campaign for their program. Awards are given to key Department of Defense officials to recognize their support for AbilityOne.

Contracting officers often determine whether an SLA bid is within the “competitive range” and “reasonably priced” by applying a “five percent-\$1 million rule,” derived from a joint *Department of Defense-Department of Education-Committee for Purchase from People Who Are Blind or Severely Disabled* joint policy statement which radically limits the Randolph-Sheppard priority.

There is another recent legislative provision that requires any military dining contractor who subcontracts any part of a food service operation to do so with an AbilityOne agency. The “no-poaching” prohibition that is supposed to protect existing contracts, including those held by State licensing agencies, is meaningless if it does not apply to follow-on contracts.

Currently, at Fort Polk, Louisiana, the contracting office is attempting to split mess attendant services away from the existing Randolph-Sheppard contract and award it to AbilityOne. This is clearly a violation of the no-poaching provision of law, but the Louisiana State licensing agency apparently is refusing to contest the Fort Polk action through the filing of an arbitration complaint. At Fort Eustis, Virginia, it appears that the contracting officer is asserting that the Randolph-Sheppard priority does not apply to its military dining contract.

Everything seems to be stacked against the Randolph-Sheppard program in military dining contracts. There was widespread agreement among the meeting participants that an information clearinghouse was needed to disseminate urgent information on dining contracts across the country to SLAs and to blind vendors and their food service consultants.

There was also agreement that if a contract solicitation was published that did not conform to the Randolph-Sheppard Act and other requirements, a bid protest should be filed before the SLA submits a bid.

Filing a bid protest after responding to a solicitation is too late, because by responding the military contracting officers assert that the solicitation itself was properly issued. Many participants expressed the belief that the Randolph-Sheppard regulations should be opened up to change, but strictly limited to military dining issues. There was also agreement that the Federal Acquisition Regulations need to be amended to recognize the Randolph-Sheppard priority.

Other problems discussed included the value of the priority in relation to HubZone and SBA 8(a) contracts, where qualified organizations are awarded a 5 to 10 percent preference. Randolph-Sheppard has no such preference, and can be excluded from the competitive range because it does not have that advantage.

SLAs bidding on contracts should routinely ask for direct negotiation under a sole source arrangement, on the basis that it is authorized under the Randolph-Sheppard regulations, and the priority should be considered an absolute so the contracting officer cannot dismiss.

Meeting participants agreed that contracting officers often were badly misinformed or uninformed about Randolph-Sheppard, and are inclined to ignore our program when issuing solicitations.

It was further pointed out that AbilityOne is approaching contracting officers eighteen months in advance of the issuance of contract solicitations—State licensing agencies should be laying the groundwork two years in advance of contract announcements if they are to be competitive, much less being able to assert the priority.

Once a location is put on the procurement list by the Committee for Purchase, it is on the list forever, and even though Randolph-Sheppard has the priority, clearly acknowledged by the Federal Courts, the only way to get a location removed from the procurement list is through expensive litigation.

The foregoing is a snapshot of the proceedings in Nashville. I hope RSA capitalizes on the momentum of the meeting, and convenes a larger and broader session with more blind managers and State agencies, so we can, together, minimize the incursions on the blind vending facility program by AbilityOne that have occurred so regularly, and correct the misconceptions held by many military contracting personnel.

### ***A UNIFORM POLICY ON FOOD SERVICE CONSULTANTS***

At the Sagebrush Convention this past February, I gave RSA Commissioner Lynnae Rutledge two papers I had developed as initiatives following the November 2010 RSVA Board retreat in New Orleans. These papers urged the adoption of a specific directive policy by the Rehabilitation Services Administration regarding the selection and use of food service consulting companies in connection with large contracts, primarily on military installations.

RSA has the proposed policy, and I had hoped the agency would address the issues contained in it at the September 21 meeting on military dining. Unfortunately, that did not happen.

Sooner or later RSA must take a closer look at the use of food service consultants, and their relationship to blind managers and State licensing agencies.

The way food consultants are used to assist in the procurement of contracts for military dining, or troop feeding, varies widely from state to state. There is no coherent system in place to deal with food service operators, and no basic information available to states and blind vendors regarding the nature and processes of dealing with military contracting personnel.

As a result, those states that have little or no experience in dealing with military dining matters are not prepared to deal with either contracting officers or food service consultants, and thus make serious errors and bad choices, or just as bad, shy away from efforts to secure such contracts out of ignorance.

Here are some of the problems that need to be addressed. Food service contractors often take advantage of the ignorance of State licensing agencies and blind managers and provide a smaller financial benefit to blind vendors than they should, overcharging for general and administrative expenses, insurance and a host of other expense categories in order to obtain greater compensation for themselves.

Competition for military dining contracts is fierce, because such contracts are often valued at millions of dollars a year. Some food service consultants enter into “no-compete” arrangements with State licensing agencies in order to ensure their status as subcontractors to the SLA or the assigned blind manager.

Other, less scrupulous consulting companies have “teamed” with a State licensing agency then pulled out of the arrangement at the last minute and submitted their own bid independently. Still others have “teamed” with the SLA and at the same time submitted a separate, better bid, resulting in the award of the contract to the supposed teaming partner based on its separately submitted bid.

More often than not, the food service consultant operates the contract, leaving the assigned blind vendor in the background to collect a monthly check. This is the infamous “straw man” concept that tarnished the Small Business Administration’s “8(a)” program many years ago.

The blind manager is the assigned manager, and the food service consultant is a subsidiary operator whose job it is to mentor and train the blind manager until the manager can operate the facility without the consultant.

It is my considered opinion that an RSA policy directive must have the following elements:

- When an SLA selects a food service consultant to prepare a bid on a military dining facility, the time commitment for participation in contract operation should not exceed one year.
- A blind manager should be selected before a food service consultant is identified, in order that the manager may participate fully in the selection of his or her own consultant. Depending upon the knowledge and experience of the manager, he or she could be the sole selector of the food service consultant. The State Committee of Blind Vendors can serve as a resource for such selection.
- In any event, the blind manager should be free to select his or her own food service contractor after one year of contract performance, and any Manager Support Agreement should so specify.
- General and Administrative (G&A) costs identified in the bid proposal should not exceed 3 percent of the annual projected contract price in any one year.



Based upon the contribution of the blind manager and the food service consultant, G&A expenses returned to the blind manager and the subcontractor prior to distribution of net contract receivable should reflect actual cost experience in the previous year.

- Each blind manager must enter into a Manager Support Agreement clearly stating that the manager is the prime subcontractor on the contract (because the contract is between the military installation and the SLA) and the food service consultant is subservient to the blind manager, not a partner.

- Program rules in every State with a military or other large food service contract should be reviewed, and amended if necessary, to take into account the large and numerous differences between such contracts and the usual blind vending facility. For example, allowed expenses ordinarily will be much larger than those of most vending facilities, and equipment expenses, including trucks and automobiles, are likely to be essential to the operation of such large dining facilities, particularly where there are several dining halls and the military installation is spread out.

Any requirement that a blind manager of a complex military dining contract must spend a specific number of hours on post at the locus of the contract is ludicrous and does not reflect the reality of such operations. That may or may not be appropriate for mom and pop snack bars and other small Randolph-Sheppard facilities, but it just does not fit a military dining operation.

The Rehabilitation Services Administration should move quickly, with input and assistance from blind managers (particularly those who operate military dining facilities), State Committees of Blind Vendors, vendor organizations, and food service consultants, to develop a sound policy and program instruction that would benefit the Randolph-Sheppard program for many years to come.

# **THE BENEFITS OF JOINING RSVA**

*By: The RSVA Membership Committee*

## **DO YOU KNOW ALL THE BENEFITS OF MEMBERSHIP IN RSVA?**

Members of RSVA receive a number of publications and services. The "Vendorscope" is RSVA's quarterly publication and is available in large print, cassette tape, and e-mail. Email attachments can also be sent in brf format for those with Braille notetakers. This magazine contains valuable information and advice for blind vendors. It keeps managers abreast of the current issues of importance and benefit to their facilities.

The RSVA web site provides vendors/managers with information on the Randolph-Sheppard Act, links to convention information, including legislative updates and articles, as well as articles, awards, and photos of past conferences. You can also pay your dues online, register for Sagebrush conferences online, and shop for RSVA products. You can visit the site by going to [www.rsva.biz](http://www.rsva.biz) or [www.randolph-sheppard.org](http://www.randolph-sheppard.org).

The Trail of the Advocate is an exciting and educational publication detailing the history of RSVA and the Business Enterprise Program. It is available only through RSVA (online or by phone), in large print or cassette tape.

The Braille Forum is a monthly publication of the American Council of the Blind. Many columns share useful information on blindness, technology products, and experiences of other people who are blind. It is available in large print, cassette tape, Braille, disc, and email. Members are encouraged to participate in the annual RSVA Sagebrush National Training Conference and the annual RSVA/ACB national conventions. These conferences give you many opportunities to network with other vendors and to visit exhibit booths to learn about new products and services of interest.

Each conference also has a wide range of speakers who can provide training on R-S issues as well as business skills to help any R-S business thrive in any economy. Members also have access to the RSVA and the ACB national offices, as resource and information centers.

Other services include legal consultation: advice and assistance to protect the legal interest of blind vendors seeking proper implementation of the Randolph-Sheppard Act. In addition, RSVA negotiates national account agreements, which incorporate price reductions and some rebates to members.

RSVA can provide speakers for your statewide meetings on topics of interest to blind vendors. State affiliates, state administrators, and statewide vendor committees can contact the RSVA national office or the RSVA Board of Directors to request a speaker for your upward mobility event or state conference.

Membership offers the opportunity for fellowship with peers, to get acquainted with experts in the field, and to participate in the governance of an organization important to a vendor's livelihood. Any legally blind person who manages, or is an employee, in a Randolph-Sheppard facility and who wishes to support the work of RSVA may join through an RSVA state affiliate, or may become a member at large.

Any interested person wishing to support the aims and goals of RSVA may join as an associate member. Any member in good standing may become a Life Member by paying \$1,000.00 to RSVA.

Dues become due January 1st and will become delinquent March 1st of the same year. An application is included in this publication and also on the RSVA website. For more information, please contact the RSVA national office at (504) 328-6373 or email: [kim.venable@att.net](mailto:kim.venable@att.net).

# **THE LITTLE RSVA ENGINE THAT COULD... A TRIBUTE TO MS. KIM VENABLE**

*By: RSVA Publications Committee*

Kim Venable, the RSVA National Office Administrative Assistant, has been often described as “caring, thoughtful, dedicated, never tiring, and always willing to listen.” Many vendors know Kim from the RSVA National Office, as she is often called upon to answer questions concerning vendor issues.

Kim started working on a part-time volunteer basis for RSVA over 20 years ago. She volunteered for many of the committees and was even RSVA Board treasurer for several years. The RSVA Board secretary and treasurer positions are the only positions where a sighted individual can serve and Kim served the Board extremely well, maintaining their records and other RSVA documents, as well as referring calls and establishing membership lists for both the national organization and affiliate organizations.

Kim’s duties kept expanding through the years with RSVA, but she never complained about her wages or long hours necessary for this national organization. Many of her tasks included creating “special events” for conferences. And Kim was always successful decorating and providing entertainment with party favors for the Mardi Gras parties and receptions. How many of us still have all of the colorful beads, glasses, and crowns handed to us by Kim as tokens of the special RSVA event we had just attended.

Kim has been responsible for making sure the Sagebrush National Training Conferences have been scheduled correctly and that the attendees are handled correctly by the hotel staff. The great menus presented have all been a result of Kim’s hard work. She has handled the yearly Expos at the Sagebrush and has arranged for all of the exhibits to be presented professionally for vendor appreciation.

Additionally, Kim has arranged for the pre-conference registrations for both annual RSVA conferences and their successes can be attributed to Kim's attention to detail; rarely making mistakes. In addition, Kim has always greeted guests and speakers at the conferences and made sure their stay was pleasant and successful.

RSVA over the past 15 years has had many rebate and discount programs for the benefit of its members, and Kim has worked long, long hours tirelessly to maintain those programs for the members. She has maintained the membership lists, and somehow manages to keep member addresses and phone numbers up to date.

In addition to all of the above tasks and more not mentioned, Kim has volunteered for many years on the Vendorscope Committee. She has attended many meetings, solicited articles, written articles, and always provided "The Office Report" for the Vendorscope, keeping us informed of vendors who have become ill or have passed on and those who have given donations. Kim knows the heartbeat of the RSVA National Office. She keeps Board members informed about issues facing vendors. She also distributes the treasurer's reports for the Board, as well as writing the checks for all of the bills.

In addition to all of the RSVA tasks, Kim also works for the Louisiana Blind vendor organization maintaining their records, as well as assisting the Louisiana Council of the Blind. Many times, the light in the national office is kept burning because Kim is working late into the night trying to complete all of her tasks.

Again, Kim is very well known and loved by vendors across this nation. A few years ago, the Hawaiian vendor association invited Kim and her husband, Tommy, to Hawaii for their Council meetings and some fun, which was really a hit with the Venable family.

Kim has been described as “dedicated and works for the blind from her heart” by many vendors. Kim has tirelessly operated the RSVA store online as well. A few years ago, she was asked by ACB to operate the ACB store at their annual conference as well. Kim works tirelessly at these booths, helping blind people discover new products designed for the visually impaired. Her success at these booths absolutely is attributable to her winning personality and desire to help all visually impaired individuals.

Kim’s husband, Tommy, has been her biggest supporter. Tommy has spent many vacations “working” the conferences, by helping to make sure all of the necessary papers, computers, prizes, etc. have been delivered to the correct hotel sites. He has supported the annual auctions and other RSVA events by always being present to help in times of need. Kim and Tommy are grandparents as well, and both will gladly produce pictures if asked about the adorable little ones visiting their home. Their family snapshots are always available which is a pleasure to see.

And so, it is with a very heavy heart that we must bid a farewell to Kim. Kim has worked so diligently for RSVA and believed in their goals for so many years, that she has earned the title of “The Little RSVA Engine That Could”. Kim has decided to cut down on the number of hours to work, and we certainly cannot blame her after reviewing all of the tasks that she has performed. Kim has promised she will still volunteer for the Vendorscope and some RSVA committees, and we certainly are happy that we can still see Kim at times.

Probably, the best known quote about Kim is what Gene Hiesler used to say to her every time he spoke on the phone. He stated, “**Be Sweet**”, and Ms. Kim Venable that is what you are.....

## ***THE RSVA SWEETHEART!***

## **TEXAS UPWARD MOBILITY**

*By: Cindy Carruthers, RSVA Administrative Assistant*

The conference titled “We Are All in This Together” quickly proved that “YES”, the Texas Program participants are in this together. The event was very well attended by operators from across the Lone Star State.

The conference began with an Elected Committee quarterly meeting with brief discussions from each district. Each district was represented by a vending and a foodservice spokesperson. After the meeting, refreshments were enjoyed by all and we were able to meet operators from across the state. We ended the evening being entertained by the “lively” Director Mr. Michael Hooks

Saturday’s General Session began with an invocation, the Pledge of Allegiance, and introductions of all the participants. Mr. Hooks report began with great news about a fairly new manager, Karla Martinez, who was fortunate to get a Texas DOT cafeteria facility straight out of training. The long term manager previously assigned to the facility enjoyed a good annual income. Karla holds the record for the highest earning initial assignment.

He then spoke about the trust fund used for manager benefits that has a substantial reserve balance. Mr. Hooks also noted that the state requires an annual Customer Service Survey of each state location. The “Healthy Food Choices” subject was addressed, as he reminded everyone to be prepared for the implementation of this program.

In closing Mr. Hooks told the story of Donna Kay Stephens, the operator for over 25 years in the federal courthouse in Midland, TX, who passed away in March. The Federal Judge had the courthouse closed for the day of her funeral to allow everyone to attend.

Mike found this out when he went to the courthouse after the funeral and saw the sign posted on the locked courthouse doors. Terry Camardelle, RSVA Treasurer, presented “How to Start and Raise Funds for a Randolph-Sheppard Vendors of America (RSVA) Chapter in Texas”.

Terry’s program included how to use bingo as a fundraiser and the process to begin the game. He also provided information on auctions, fifty/fifty raffles, and sponsorships.

Dan Sippl, RSVA President, was the Keynote Speaker and discussed “*What’s Happening on a National Level and What We Can Do About It*”. Dan highlighted the importance of maintaining contact with local, state and federal legislators on a continual basis.

They may not be aware of our Randolph-Sheppard program and may draft laws that may inadvertently and adversely affect our program and our livelihoods. He encouraged all to be alert to what is happening and to stay in touch with consumer groups. He asked participants to respond when RSVA or other consumer groups put out a request for assistance on any given issue. He finished with an enthusiastic question and answer session

The Trade Show was next on the agenda, where our RSVA booth signed several new members and received a commitment from Texas vendors to start a new RSVA Affiliate in Texas. Their Breakout Sessions included the following. The first one, “*Marketing and Troubleshooting Vending Machines*” was well attended.

The second session, was entitled “*Bookkeeping by Paychecks: the Advantages*” also had a large attendance. The third break-out was “*Electronics and Assistive devices for the Blind*”. Dan, Terry, and I attended their dinner Banquet, which provided food, fun and entertainment.



A lot of people came to meet Terry and Dan to show their appreciation for their attendance, and kept them busy answering many questions, which they were more than happy to do.

Sunday morning had session speakers Henry Claeys and Jim Rash present on “*Asset Protection: Business, Financial, and Insurance Issues*”. They were extremely informative and very beneficial for the Independent Business Person. Attendees who had not previously broached these issues were very pleased with the information provided.

\* \* \*

<p style="text-align: center;"><b>SAVE THE DATES!</b> <b>THE RSVA SUMMER CONVENTION</b></p>
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The Galt House Hotel in Louisville, KY is the place for the 2012 ACB and RSVA annual convention. Reservations can now be made via phone or online. To make your reservations via phone, call 1-800-843-4258. Make sure to mention you are with the ACB convention.

When you make a reservation at the Galt House, your credit card will be charged for one night's stay as a deposit. Also, room rates are \$85.00 for a standard room in the west tower, and \$105.00 for a suite in the east tower. Rooms in the east tower are equipped with a refrigerator.

Pre-registration package pick-up begins Thursday July 5th, and the last tour will be on Saturday July 14th. For questions about the hotel, please contact: Janet Dickelman, ACB convention coordinator at [janet.dickelman@gmail.com](mailto:janet.dickelman@gmail.com) or call (651) 428-5059. More information will be available in the next Vendorscope and on the RSVA website.

## WHAT'S NEW?

*By: Ardis Bazyn, RSVA Secretary*

*(To submit items for this column, send information to Ardis Bazyn, 2121 Scott Road, No. 105, Burbank, California 91504 or 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.)*

### ITEMS FOR WORK

#### ***AT&T Mobile Accessibility Lite***

This is an ATT application to enhance the Android experience for people who are blind or have low vision. It provides audio feedback So customers can easily navigate the screen and access key device features. Customers who are blind or have low vision can now access and enjoy their Android device in a fully accessible way. AT&T Mobile Accessibility Lite, a custom version of the screen-access application, Mobile Accessibility, was developed by Code Factory.

The application features a suite of accessible apps so customers can perform the most common wireless tasks enjoyed by most Android users. The app was developed for customers with visual disabilities and is available today as a free download in Android Market.

AT&T Mobile Accessibility Lite features a suite of 11 accessible apps -- Phone, Contacts, SMS, Alarm, Calendar, Email, Web, Where Am I, Apps, Music Player and Settings. Each is designed to be intuitive and easy to use for the blind and visually impaired customer. Once a customer downloads Mobile Accessibility Lite to their Android Smartphone, they have the option of making the suite the device's home screen.

From within the suite, they can then easily navigate among any of the 11 featured apps just by moving their finger across the screen.

The Nuance Vocalizer® voice synthesis then reads the text under their finger, allowing customers to perform any number of tasks, such as answering a call, managing their contacts, writing an SMS, editing a calendar entry, sending an email, or accessing GPS to get an update on their current location.

Other features include speech recognition, allowing customers to use their voice to write text and email messages quickly and easily. The Music Player app, unique to AT&T Mobile Accessibility Lite, automatically lists all the music files that are installed on the memory card of the phone and sorts them by Artists and Albums.

AT&T Mobile Accessibility Lite supports all Android phones version 2.1 and above. Customers who are blind or have low vision are invited to download the free app in Android Market or from the web at <http://bit.ly/okQVzk>. For more information on AT&T Mobile Accessibility Lite or other AT&T resources or products for people with disabilities, please visit <http://www.codefactory.es/en/products.asp?id=424> or you can contact AT&T's National Center for Customers with Disabilities at 1-866-241-6568. AT&T Mobile Accessibility Lite will be available for free for a limited time.

### ***Coupons***

The following websites carry various coupons you can print. They change, so check the sites often. Check; [www.Redplum.com](http://www.Redplum.com), [www.couponmom.com](http://www.couponmom.com), [www.coupons.com](http://www.coupons.com), [www.Smartsources.com](http://www.Smartsources.com), and [www.Yipit.com](http://www.Yipit.com) for dozens of them. Other websites to check are [www.Retailornot.com](http://www.Retailornot.com), [www.Groupon.com](http://www.Groupon.com), or [www.livingsocial.com](http://www.livingsocial.com). The website [www.Restaurants.com](http://www.Restaurants.com) saves 50 percent on eating out.

### **FOR YOUR HEALTH**

#### ***New On-line Course for Managing Diabetes***

Caring for diabetes is a 24/7 challenge. Add the complication of low vision or no vision to the mix and you go from being independent in your diabetes self-managing to daily dependence on others.

With private foundation funding, the Carroll Center for the Blind is now offering two separate, web-based interactive courses: *Diabetes and Visual Impairment: "A New View for Professionals and Diabetes and Visual Impairment"* and *"A New View for Patients and Families"*.

The courses were designed to improve knowledge and related skills of both diabetes and vision impairment. Participants who successfully complete the course will earn 30 contact hours (CEs). Another course *"A New View for Patients and Families"* is more personalized and is broken into shorter segments. The lessons provide information to supplement that given by physicians and other healthcare professionals to individuals and is not meant to be a prescription to meet individual needs.

The curriculum for both courses was developed by Margaret E. Cleary, RN, MS, CVRT®, who has over thirty years of experience as a rehabilitation nurse, diabetes educator and certified vision therapist at the Carroll Center. Both courses are available online through the Center. They are the most extensive online courses available to visually impaired and blind consumers and medical professionals on the topics of diabetes and visual impairment. For more information on these new online courses, or to register, please Contact Brian Charlson, Director of Computer Training at the Carroll Center. Email [brian.charlson@carroll.org](mailto:brian.charlson@carroll.org) or call Brian Charlson at 617-969-6200 ext. 224.

## **FOR ENTERTAINMENT**

### ***NBP Annual Holiday Sale***

Save time and money and stock up on books with National Braille Press's annual holiday kids' book sale. Order three books from the list, get the fourth one *FREE*. Order two books from the list; get the third one for half-price. They apply the discount/free book to the most expensive book in the bunch. Sale expires December 31, 2011.

Read descriptions of the books -- and see more gift ideas, including print/Braille magnets and new jewelry -- at:

<http://www.nbp.org/ic/nbp/publications/holidaysale.html>.

They encourage telephone orders. You can order online, but you'll need to call or email them for your free book. Call and charge it: toll-free (800) 548-7323 or (617) 266-6160 ext 520. Or order by mail - send payment to: NBP, 88 St. Stephen Street, Boston, MA 02115-4302 or email: [orders@nbp.org](mailto:orders@nbp.org). You can order any of their books online at:

<http://www.nbp.org/ic/nbp/publications/index.html>.

### ***Accessible World and InfoEyes Partnership***

InfoEyes is a cooperative project in which talking book librarians from eight states (Illinois, Maryland, Minnesota, Pennsylvania, Maine, Massachusetts, Tennessee, Washington and the National Library Service for the Blind and Physically Handicapped) work together to respond to patrons' questions over the Internet.

InfoEyes assists a diverse population, including students, teachers, parents who are helping children with homework, and curious general readers. Any patron with a computer and an Internet connection can visit the Info-Eyes web site at [www.infoeyes.org](http://www.infoeyes.org).

Upon accessing the site, visitors may ask a question by e-mail or set up a time to chat live with a reference librarian. To e-mail a question, select that link on the web page, enter your e-mail address, question, and your state and click the *submit question* button. An InfoEyes librarian will respond to your question.

To chat live with a librarian, you must have a computer with a sound card, microphone, speakers, and the free, special voice-chat software. You can also communicate with a librarian via text-chat. After selecting the live option, you will be able to schedule a time to meet with a librarian one-on-one in an online chat room.

Once you are in the chat room, the librarian will discuss your question, help you find sources, and even browse web pages with you. For more information, please contact: Linda Rossman, of the Massachusetts Perkins Braille and Talking Book Library at [Linda.Rossman@perkins.org](mailto:Linda.Rossman@perkins.org) or contact Catherine A. Durivage, of the Minnesota Braille and Talking Book Library at [catherine.durivage@state.mn.us](mailto:catherine.durivage@state.mn.us). If you are a first-time user of the Talking Communities online conferencing software, there is a small, safe software program that you need to download and then run. A link to the software is available on every entry screen to the Accessible World online rooms.

After you install the software, enter your first and last name on the sign-in screen. All online interactive programs are free of charge, and open to anyone worldwide having an Internet connection, a computer, speakers, and a sound card.

Those with microphones can interact audibly with the presenters and others in the virtual audience or text chat with the attendees. To speak to us, hold down the control key and talk; then let up to listen. Accessible World Contacts: Robert Acosta, Chair: 818-998-0044, Email: [boacosta@pacbell.net](mailto:boacosta@pacbell.net). Marcia Moses, Events Coordinator: 734-495-1496; Email: [mgmoses@comcast.net](mailto:mgmoses@comcast.net). Steve Hoffman, President, Talking Communities: Email: [steve@talkingcommunities.com](mailto:steve@talkingcommunities.com)

**[www.archive.org](http://www.archive.org)**

The Internet Archive is the group that houses the Wayback Machine, a miraculous petabytes-large collection of archived web pages that show progression of the World Wide Web since the 1990s, a browsable museum that grants near-instant access to over a decade and a half of information, much of it located nowhere else. To make this marvel work, a lot of engineering, planning and coding has gone into place, much of which is not instantly obvious as you go looking for that special page you saw once, but which is now gone.

The Archive is also the location of much more, including: an amazing, globe-spanning book scanner operation that is currently bringing in a fantastic amount of scanned books from a huge variety of sources - over one thousand books a day. Checking the internal statistics, an average of 47 books is added every hour for the last year, which means a book is being added to the archives every 90 seconds.

There are lots of these scanning centers affiliated with or run by the Internet Archive worldwide, often in alliance with libraries or academic institutions, bringing in a whole range of materials - not just books. Audio, video, microfiche and a few other mediums are being brought in via a very well engineered combination of machines, processes and trained staff.

If a Braille book is scanned, the setup will take longer than the majority of books do because these Braille issues are oversized, an odd color, and newspaper consistency. The scans are as good as they can be. The Scribe system works very efficiently and someone trained with the system can work smoothly, with no damage or stress to the book or binding.

Some of the books scanned have been around for centuries. If you've not given the Archive a chance as a place to check out books, you should head on over to the OpenLibrary or the main Internet Archive site, where there are millions of books waiting for you, your friends, your family, your school. It contains truly stunning works, like: A collection of nature images and information from 1910, a thousand-page book of magic and experimental science, a stunning collection of roses and ornamentation from 1909, or the teaching lessons of McGuffey's Eclectic Primer- just a few.

It's all right there waiting for you, an endless and amazing supply of information, research, entertainment and learning brought in by this spectacular project. How about a browse?

\* \* \*

# **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, *mreller47@att.net***

### **Membership:**

**Publication: Ardis Bazyn (CA) 818-209-8684 (cell)  
*abazyn@bazyncommunications.com***

### **Public Relations:**

### **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:**

**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 \$ \_\_\_\_\_

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A legacy of legal support

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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:

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(Over)

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