

# THE VENDORSCOPE

RANDOLPH-SHEPPARD VENDORS OF AMERICA



SPRING, 2011 – VOLUME 43 – ISSUE # 2



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**

## **RSVA NATIONAL OFFICE**

Kim Venable  
940 Parc Helene Drive  
Marrero, LA 70072-2421  
504-328-6373  
800-467-5299  
Kim.Venable@att.net

## **PUBLICATION COMMITTEE**

Editor: Donnie Anderson, (IL)  
Ardis Bazyn, (CA) - Hazel Harmon, (CA)  
Kim Venable, (LA), Ron Eller, (NC)

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

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# THE PRESIDENT'S MESSAGE

*By: Dan Sippl, RSVA President*

## ***Seventy-Five Years of Excellence***

As we prepare for our annual Convention in Reno, Nevada this July, we are reminded that the Randolph-Sheppard Act was signed into law 75 years ago. Therefore, it is only fitting that we carry on from the Sagebrush Conference this past February with a continuation of our celebration of the Diamond Anniversary of the law that allows us the opportunity to work and support our families with dignity while in unison with being an active part of society. As no surprise to any of us, we have served our communities with the utmost of excellence. This Diamond Anniversary merely validates excellence in which we have served our civil servants and others around us.

To symbolize this once in a lifetime opportunity, we have many things planned to celebrate this Diamond Jubilee. Most notable, will be RSVA Anniversary t-shirts available for purchase on our website, **rsva.biz**. We can all wear them during the convention to showcase our success for 75 years of excellence in the food service industry.

Many things have happened since I spoke with you in our last issue of The Vendorscope. We have entered into another contract with Frito-Lay, providing us with continuing rebates to improve our bottom lines. Come to Reno to learn all about this new program. We are continuing dialogue and working diligently with Pepsi to synchronize our data bases to facilitate better and more efficient tracking and payment of rebates. Thank you for all of your help in providing RSVA personnel Kim Venable and Cindy Carruthers with the necessary information to make all of this happen in a smooth transition from manual to electronic tracking of all of our rebates. Members well deserve these rebates for excellent service to our partners and customers.

We are well on our way with our Cloverhill rebate program and will continue to build on this as you provide the necessary information to track all purchases. As our data base develops and is updated, we will be in a much better position to have dialogue with many other manufacturers.

By many standards, we, as a group, are the 3<sup>rd</sup> largest vending group in the country. By other standards, we are the 7<sup>th</sup> largest vending organization. That is if, and only if, we stand together. Several buying groups have merged or been sold to others. We will continue to monitor these groups. As they change their membership criteria, they may allow us to participate.

We have been having dialogue with a couple of firms that may be in a position to help us create our own buying group or form partnerships with other types of entrepreneurial opportunities. We have recently attended NAMA and NCSAB to learn how we can continue to provide service with the utmost of excellence for the next 75 years.

It is very apparent that cashless business and nutritional data are in the forefront of our futures. Cashless business is critical as we and future generations continue to serve our customers with excellence. This is important as currency is so costly to produce and handle. As well, future generations are rapidly adopting the cashless way of life. The mandate of providing nutritional data is here to stay. Granted, the proposed FDA rules have given some of us a reprieve. However, it may be best if we adopt the changes into our businesses since our customers will soon come to expect this.

At NAMA, it was very apparent that equipment manufacturers and retrofitters are rapidly moving toward touch screen technology to accommodate these changes. They and the after-market retrofitters are busy developing POS monitors to display the nutritional data. These monitors can also be used to advertise and market other entrepreneurial endeavors. Now, it is up to us to ensure that these touch screens and monitors are accessible to the blind and visually impaired.

Come to Reno to network and share your ideas on how we can continue our excellence to the public for another 75 years. The RSVA Convention Agenda is located in this issue of [The Vendorscope](#) as well.

***SEE YOU IN RENO IN JULY!***

## FROM THE EDITOR'S DESK...

*By: Donnie Anderson, Vendorscope Editor, RSVA Board Member*

Greetings to all you Randolph-Sheppard entrepreneurs out there who are blind and visually impaired and those others who are concerned with the growth and sustainability of our fine R-S program! I first want to remind you of our great messaging tools on Facebook and LinkedIn, as well as our website, which RSVA Secretary Ardis Bazyn highlighted for us in our last issue of The Vendorscope. Those addresses are:

*Facebook: <http://www.facebook.com/profile.php?id=100002299534165>*

*RSVA's website: <http://www.rsva.biz>*

*LinkedIn profile: [www.linkedin.com](http://www.linkedin.com)*

Join the information age with us and learn up to the minute activities. There are many great successes to be celebrated throughout local corners of our Randolph-Sheppard program and we do our best to highlight these in this fine publication.

However, today I wish to communicate a bit more about an area where our businesses are in grave danger. It should be no surprise to the casual observer and readers of The Vendorscope that future vending and food service opportunities at our nation's highway rest areas are undergoing an immediate threat of extinction while in a downward economic spiral in the past several years. When the RSA-15 report is released by RSA in June, the numbers will show these trends that we all see on the street; the federal government is shrinking and for the most part so is our R-S program. That means that the meaning of our priority is shrinking for the vast majority of us as well. Sure there is growth in states that I have referenced previously; however, a large part of our current growth is on state and local governmental units.

For the past 30 years our leadership from both political parties have represented the one true party - the corporate party - when it comes to the day-to-day operations of our government. Corporations and other private entities are replacing whole government agencies, programs and individual positions.



You may agree or disagree with the politics and philosophy surrounding the shifting of government responsibilities and resources toward the captains of industry and commerce. I'll point out that as with global climate change, it's happening whether you believe in it or not. Remember too, for the purposes of your careers, that you operate in one of the greatest employment programs in the nation, and it is a socialist program by definition and in practice.

Let's review for a moment the vast landscape of new and disproved privatized federal government. By no means can I review or understand the entirety of this privatization; however, I'll cite but a few of the ones I'm most familiar with. It is also worth pointing out that while hundreds of thousands of federal jobs and numerous agencies are outsourced, the money to pay for those services still comes from taxpayer dollars.

Core federal functions have taken the biggest hit to date. America's prisons are run by mega-businesses such as Corrections Corporation of America (CCA). The federal prison industry suffers from more workplace accidents and poorer conditions than at any time in recent memory. The "No Child Left Behind Act" has undermined the core value of a public education for our nation's children. It has value to corporations, though our public schools are increasingly being sold off to private corporations who run charter schools that operate on a for-profit basis. Care to guess who wins in that equation; the students or the investors?

Turning our nation's defense into a perpetual war offense requires more fighters than will volunteer. Many of us are unaware that Americans currently finance the largest mercenary fighting force the world has ever seen. Rather than grow the armed services, the federal government has chosen to fund a few corporate fighting machines. To what extent is this happening to our good old USA? A Congressional Research Service (CRS) investigation has revealed that a record 69% of active-duty forces operate not for the government, but rather for private corporations such as Blackwater (now known as Xe). The Pentagon released figures on June 30, 2009 quoting the number of private militia forces at 242,657.

While the Obama administration has not drawn troop levels down in Iraq, Afghanistan or anywhere else; they simply replaced our government forces with private ones. The feds don't tell us this stuff, freedom of information requests sometimes do.

Why do I point this out and how does this trend affect your job? Well, the facts are that as private corporations take over the public functions of government, all too commonly costs get bloated. Standards and best practices become irrelevant, and regulations and laws become less enforceable or just plain disappear like our Kennelly Amendment in the Randolph-Sheppard Act. Congress often acts in this way against the public good when called upon by their corporate paymasters to help legislate their way out of these possible messy transitions for the corporations.

In return, the corporations who benefit from these massive federal contracts funneled millions into the campaign chests of Republicans and Democrats alike. Your tax dollars fund this cyclical public-private bilking of our citizenry. It can be done differently and much better. We simply don't demand better because we're somewhat stupid, easily fooled and most of the time distracted with television nonsense or cling to physical and psychological addictions. On the other hand, we sometimes get it together and maybe for us in the R-S business community, this is one of those times.

Is this the time for you to act on the soon to be proposed surface transportation bill being written up for the 112th Congress by Rep. John Mica (R-FL) and his House Transportation and Infrastructure Committee? Commercialization of our nation's rest areas isn't quite a done deal just yet. The players aren't picked, but the game is probably set. I'd much rather a blind person be driving this issue than "The Colonel", McDonalds or BP.

No doubt that there will be positive parts to the proposed bill and some beneficial public - private partnerships will be created. It's also true that reduced red tape and cost savings can be achieved through an updated transportation bill.

However, unless we act creatively and decisively we'll be ignored. RSVVA has opposed the privatization of our rest areas directly to Congress and to Representative Mica. While that tactic is necessary and valuable, the larger question remains. Are we sitting at the table with creative ideas to keep us relevant should commercialization be permitted? Not enough of us are pulling up chairs while our priority is possibly being done away with. I am here to tell you that I am trying. We must be getting in front of our legislators, especially if they are on the House Transportation Committee.

At the same time, we need to be moving our SLAs to help foster partnerships with private companies for your job retention or expansion. Your SLA may foolishly oppose partnerships. So D.I.Y. Nothing in the R-S Act prohibits you from 3<sup>rd</sup> party partnerships. You don't have the resources that say BP does, but why not approach a BP franchiser and try a pilot project with your priority on the table as currency. It's been done with Dunkin' Donuts for several years just to name one company.

Hoping that our rest area managers and the developmentally disabled folks who clean and service those rest areas will keep their jobs if the franchisers are allowed to take them over, will just put them all out in the street. Once the federal government gives individual states the authority to commercialize the services at their rest areas, the priority afforded to us under the Kenelley Amendment will be a distant memory.

It will be our vision to work responsibly with corporate interests that may keep our jobs at these locations. As I write this column, corporate food service and gas station chains are lining up, lobbying the transportation committee for these changes to take place - without us.

To quote from Representative Mica's website for the House Transportation and Infrastructure Committee, "In order to maximize the potential of our resources, we must define parameters and take advantage of private sector expertise and capital in improving our infrastructure and helping to create jobs."

Translation: Through this new transportation legislation Congress is going to “downsize” the federal government by the numbers but in reality it will shift the capital to commercial interests. Regulations including our priority would only get in the way of corporate profits, and so I fear that they are surely on the chopping block.

Not coincidentally, the role of the R-S priority on postal property is diminishing as well. Remember the USPS is shrinking by the day and is outsourcing and fully privatizing itself. I for one am not going to take any of this lying down – not as a citizen or an R-S manager.

Watch for Ron Eller’s legislative report on how things work in Congress in this issue. You can also get a fantastic packet that Dave Crawford, an Illinois Rest Area manager and fellow board member on the Illinois Committee of Blind Vendors developed showing part of the campaign to oppose commercialization that dozens of us have sent to Congress.

Contact me at [vendyboy@mac.com](mailto:vendyboy@mac.com) or at any of my information provided in the inside back cover of [The Vendorscope](#). Beyond that, we all need to get out of our comfort zones and rethink our jobs and our relationships to Uncle Sam and to the private sector.

\* \* \* \*

**RENO FUN!**  
**RSVA AUCTION-JULY 12, 2011-6:30-9:00PM**  
**BRING YOUR DONATED ITEMS**

\* \* \* \*

**KARAOKE NIGHT**  
**9:00 – 12:00 PM**  
**ENJOY THE FUN AND SONGS!**

## OFFICE REPORT

*By: Kim Venable, RSVN National Office*

*(Editor's Note: There was an error listed in the last issue of "The Vendorscope". Chuck Hietala is from Florida, not Louisiana as was listed.)*

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 e-mail: [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.

**CALIFORNIA: JEANA MARTIN-HANLON**

**LOUISIANA: PATRICK BABIN**

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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 and every one of them.

***Great News! No members to list in this section.***

## **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**

**NEW JERSEY: *HARRY & MARYANNE EBERLE***

**NEW YORK: *ESTELLE G. CARDENAS***

**NEW YORK: *GALO CARDENAS***

**VIRGINIA: *JAMES GAINES***

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### **DURWARD K. McDANIEL LEGAL FUND**

**ILLINOIS: *DAVID CRAWFORD***

**NEW YORK: *ESTELLE G. CARDENAS***

**NEW YORK: *GALO CARDENAS***

**OKLAHOMA: *RAYMOND & MARY LOU WASHBURN***

**TEXAS: *CANTU SERVICES, INC***

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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 an 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.

# **RSVA 2011 SUMMER CONFERENCE**

***By: Ardis Bazyn, RSVa Secretary***

It's time to begin planning to attend the RSVa 2011 Summer Conference and 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 want and need to be there! 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 now make reservations by calling the Nugget 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 RSVa Conference will coincide with the first weekend of the ACB Conference and Convention: Saturday, July 9 through Tuesday, July 12, 2011 The RSVa schedule follows:

## **Randolph-Sheppard Vendors of America "75 Years of Excellence"**

### **Saturday July 9, 2011**

1:00PM -3:00PM: Subcommittee meetings (RSVA Suite)  
3:00PM: RSVa Board meeting  
8:00PM: Hospitality (RSVA Suite)

## **Sunday July 10, 2011**

- 9:45 AM: Welcome: Dan Sippl, RSVA President (WI)  
Introduction of participant  
Roll call of affiliates: Ardis Bazyn, RSVA Secretary
- 10:00 AM: Roadside Rest Area Issues: Panel Moderator -  
Roy Harmon (CA)
- 10:45 AM: “Randolph-Sheppard Update” Daniel B. Frye, J.D.,  
Management and Program Specialist, Randolph-  
Sheppard Programs, RSA, Washington, D.C.
- 11:05 AM: “Hadley School for the Blind, Courses for  
Entrepreneurs” Sue Melrose, Instructor Hadley  
School for the Blind (CA)
- 11:25 AM: “Networking Opportunities for Vendors” RSVA  
Update on ways you can connect with vendors.
- 11:35 AM: Constitution: Ardis Bazyn and Don Stevens
- 12:00 PM: “National Buying Program Updates”
- 12:15-1:45PM: RSVA sponsored NABS luncheon (not included in  
package) or lunch on your own.
- 1:45 PM: “What’s Happening in BEP?” Panel of Vendors.
- 2:15 PM: Technology panel: Ipad, Iphone, Intelle reader
- 3:15 PM: Break
- 3:15 PM: Social Security updates
- 4:00 PM: Nominating Committee meeting: All state affiliate  
delegates should attend.
- 10:00 PM: RSVA hospitality (RSVA Suite)

## **Monday July 12, 2010**

- 12:15 PM-2:30 PM: RSVA 75th Randolph-Sheppard Act Anniversary  
Awards Luncheon
- Speaker: Kim Charlson, 1st Vice President ACB (MA);  
Recognition of all RSVA past presidents or  
Spouses.



2:30PM-5:00 PM: Business meeting  
6:30PM-9:00PM: RSVA Preview and Auction  
9:00PM-12:00PM: RSVA Karaoke night

***Tuesday July 13, 2011***

12:30PM: RSVA Affiliate Presidents and Board Lunch in  
RSVA Suite: Topic - "Open Forum"

8:00PM-10:00PM: Mixer with IVIE

Self-parking and valet parking at the John Ascuaga Nugget Hotel is available to guests at no charge. This is a considerable savings for those of you who come to convention by car and for those who plan to rent a car while at the convention. Parking normally runs between \$12 and \$16 per day at convention hotels, but not in 2011!

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**CONSTITUTION AND BY LAWS NOTES**

***By: Ardis Bazyn, Constitution and By Laws Chair***

The Constitution and Bylaws Committee was instructed during last year's convention business meeting to merge the Constitution and the Bylaws into one document in order to make it easier for members to understand and recommend changes when necessary.

The following document is the one which was developed. At convention this summer, there will be a Constitution-Bylaws Committee meeting on Saturday, July 9 at 1:00 p.m., where you can make comments or suggestions about changes.

The Constitution-Bylaws will be read as is printed on Sunday, and at the business meeting on Monday read article by article and discussed and voted upon.

# **RANDOLPH-SHEPPARD VENDORS OF AMERICA CONSTITUTION AND BYLAWS**

## **ARTICLE I -- NAME**

The name of the organization is Randolph-Sheppard Vendors of America, Inc., hereinafter referred to as “RSVA” or “organization”.

## **ARTICLE II - PURPOSE**

In addition to those purposes set forth in the Articles of Incorporation, the purpose of this 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 and to promote the exchange of information and ideas among licensed blind vendors throughout the nation, including exchanges with vendors who are not members of RSVA; consulting with, and exchanging information and ideas with state licensing agency officials, professionals with blindness and low vision, members of organizations of and for the blind, and other individuals and groups.

B. Protect the interests of blind persons engaged in the operation of the Randolph-Sheppard vending facilities under the Randolph-Sheppard program by jointly and commonly defending against direct and collateral attacks upon vendors and their program at all levels, by engaging in mutual support (including participation in litigation, where necessary) and by acting as a unified force for change and improvement in the 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.

Working for the economic betterment of all blind vendors and their employees through improvement in the Randolph-Sheppard program; continued education of vendors, federal, state, and local government officials, including members of congress; expansion of vending opportunities and volume buying and rebate programs through subsidiary operations such as the Randolph-Sheppard Vendors Service Corporation; and through any other means available.

D. Assist in promoting the purposes of the American Council of the Blind through affiliation and participation in that organization.

E. Operate as a not for profit corporation under the applicable sections of the current or future Internal Revenue Code 501-C, and any subsequent Federal laws and or regulations that may apply.

## **ARTICLE III – MEMBERSHIP**

### **Section 1. REGULAR MEMBERSHIP**

Any blind person who is a licensed operator, trainee, or employee in a Randolph-Sheppard vending facility is eligible for regular membership in the organization.

### **Section 2. LIFE MEMBERSHIP**

Any regular member of the organization, as described in Section 1 of this Article, may seek life membership in the organization if (1) such member has been a member of RSVA for a total of at least five (5) years; and (2) such member has retired because of age or disability from operating a vending facility.

A. Upon the presentation of proof of the qualifications stated above, such member shall be accorded the status of life membership upon a favorable vote of the membership at an annual or other meeting of the organization.

B. A life member shall not be required to pay any dues, and shall be entitled to all rights and privileges accorded to a regular member of the organization. Nothing in this document shall affect the right of a life member to retain membership in an affiliate of this organization.

### Section 3. MEMBERSHIP AT LARGE

Any regular or associate member who is not a member of an affiliate shall be termed a Member-At-Large.

### Section 4. ASSOCIATE MEMBERSHIP

A. Associate Membership. Any interested person, group, agency, association, or corporation wishing to support the *aims, goals, and purposes of the organization* may be admitted to associate membership in the organization. Such associate members shall not exceed forty (40) percent of the total number of members in the organization.

Any agency, group, association, or corporation that becomes an Associate member shall have one vote on any business voted upon at RSVA membership meetings. That vote may be cast by the individual designated by the agency, group, association, or corporation who is present at such meetings.

Associate members may only be elected to serve in the offices of Treasurer or Secretary.

B. Life Membership in President's Council. Any person, or entity, in good standing, who meets the membership qualifications set forth in Section 1 or Section 4 above is eligible to become a Life Member of the President's Council upon acceptance of an application to the membership committee and the payment of \$1,000.00. Life Membership in the President's Council is not intended in anyway to replace or substitute for Life Membership provided for in Section 2 subsection B of this document.

C. Unless otherwise exempt from paying dues as provided in this document, a Life Member in the President's Council is responsible for paying the established dues to RSVA.

### Section 5. AFFILIATE MEMBERSHIP

A. Five or more regular members of this organization may establish and maintain, subject to such qualifications and requirements as may be set forth in this document, an affiliate organization in any state or territory of the United States, or in the District of Columbia.

B. The purpose of establishing an RSVA affiliate shall be to strengthen the national organization through participation in accomplishing RSVA's purposes and to provide blind licensed vendors an opportunity to organize and advocate for the Randolph-Sheppard vending program on a state level.

C. Affiliate Organizations. In order to qualify as an affiliate of RSVA, a constitution/bylaws, a list of officers, and a list of members shall be submitted to and approved by the RSVA Board of Directors. There shall be no more than one affiliate of RSVA in any state, territory or possession of the United States, or the District of Columbia.

D. New affiliates must complete all requirements for membership specified in this section along with the payment of dues at least 45 days prior to the annual convention in order to be able to vote at that annual convention.

## Section 6. NONVOTING MEMBERSHIPS

### A. Sponsor/Corporate Membership.

Any nonprofit organization or individual may be admitted as a sponsor member. Any for profit business, corporation, association, or entity may be admitted as a corporate member.

B. President's Council \$10,000.00 or more. Members of the President's Council are the highest level of support for the efforts of blind men and women who own and operate their own businesses. Corporate Members shall receive a plaque of the RSVA logo suitable for displaying in a prominent public area of the corporations offices. In addition, members shall be invited to the Annual meeting where they will be honored. Members of the President's Council, and their business, shall be prominently profiled in an issue of the Vendorscope detailing their contribution to the efforts of RSVA to work for increased business opportunities for blind and visually impaired business men and women. The profile will not only discuss the personal achievement of the Sponsoring Corporate Member, but will list the products or services, which it provides to Randolph-Sheppard owner/managers.

### C. Entrepreneurs Development Membership-\$5,000.00.

Each Entrepreneurs Development Member shall receive a bronze plaque suitable for displaying in a public area of the corporate offices. A representative of the Entrepreneurs Development Member shall be invited to the annual meeting of RSVA, to be honored. The Entrepreneurs Development Member and their business shall be prominently profiled in an issue of the Vendorscope. This profile shall show how each such member has contributed to entrepreneurialism among blind and visually impaired businessmen and women. In addition, the profile will list the products or services provided to Randolph-Sheppard owner/managers.

**D. Small Business Growth Membership \$2,500.00.**

Each Small Business Growth Member shall receive a plaque suitable for displaying in the public area of the offices of the member. In addition, such member shall be profiled in an issue of the Vendorscope.

**E. Blindness Supporting Membership - \$1,000.00.**

Each Blindness Supporting Member shall receive a Service Certificate suitable for displaying in the offices of the member. Each Supporting Member shall be listed in an annual issue of the Vendorscope.

**ARTICLE IV – VOTING**

**Section 1. REGULAR-ASSOCIATE-LIFE MEMBER  
MEMBER-AT-LARGE**

Each regular, associate, life member, or member-at-large in good standing (Dues paid and no unresolved offenses) shall be entitled to cast one (1) vote on any matter voted upon by the membership at the annual convention of the organization or at any other membership meeting.

**Section 2. AFFILIATES MEMBERS**

The designated/qualified delegate of an affiliate of the organization shall be entitled to cast one (1) vote for every five (5) of its members or major fraction thereof in good standing (Dues paid and no unresolved offenses) on any matter voted upon by the membership that requires a roll call vote at the annual convention of the organization or at any other membership meeting.

### Section 3. CHALLENGES

A challenge to the voting status of any voting member or affiliate may be brought to the Board of Directors who, after reviewing the facts associated with the challenge, may decide the issue or submit the issue to the membership for a decision at the annual convention.

### Section 4. PROCEDURE

All matters to be voted upon, not requiring a roll call vote, should be voted on by a voice vote, standing vote, general or unanimous consent. Plurality voting may be conducted when appropriate.

RSVA shall conduct a roll call vote during business meetings for all contested elections. Non contested elections may be by voice vote or acclamation. A member may request a roll call vote on any matter of RSVA business after a vote on that business has been conducted, by introducing a motion that a roll call vote be conducted. The motion calling for a roll call vote may only be voted on if supported by ten other members standing with the maker of the motion and, if voted on, a two-thirds (2/3) vote is required for adoption.

## **ARTICLE V – DUES**

### Section 1. DUE DATES

A. Dues paying members are to submit annual dues to the Treasurer. Any change in the current dues, as recommended by the Board of Directors and ratified by the membership at the annual convention, shall be published in the Vendorscope.

B. Dues are payable by current members on or before January 1 of each year for credit in the associated calendar year. Dues are delinquent if not paid by February 15<sup>th</sup> of that year. A member whose dues are delinquent after the first weekday in March shall be ineligible to vote at the annual convention.

### Section 2. NON PAYMENT OF DUES

Dues not paid for the current year by the end of the annual convention shall subject the member to action decided by the Board of Directors which may include, but not be limited to, loss of membership or extension of time to pay the required dues.

### Section 3. NEW MEMBERS

Regular, associate, life member, member-at-large, or affiliates establishing new memberships and having met all requirements, except payment of dues, must pay the established dues prior to the annual convention business meeting of the current year in order to be eligible to vote at that meeting or any other meeting of the organization.

### Section 4. INACTIVE STATUS

A member may be granted inactive status by a majority vote of the Board of Directors upon submission of satisfactory evidence to the Board that such status is warranted. Such status, if granted, relieves the member from paying dues during the inactive period along with forfeiture of all rights of membership. Reinstatement of all rights of membership requires that all past dues be paid along with any current dues owed. Past dues may be waived if extenuating circumstances can be established by the member and approved by majority vote of the Board of Directors.

### Section 5. CONTRIBUTIONS

There shall be established and maintained by the Treasurer of RSVA the Durward K. McDaniel Memorial Fund, to which donations and contributions may be made by RSVA members and any other person, group, association, or corporation for the purpose of providing legal support for the prosecution, defense, or support of any litigation of national importance, as determined by the Board of Directors. The Board of Directors may establish any other fund to benefit RSVA by majority vote.

## **ARTICLE VI – BOARD OF DIRECTORS**

### Section 1. OFFICERS AS DIRECTORS

In addition to performing duties as officers of the organization, each officer shall also be a member of the Board of Directors, and shall be subject to all the requirements, limitations, and privileges imposed upon and or enjoyed by a director.



## Section 2. NUMBER AND ELECTION

A. The Board of Directors shall consist of fourteen (14) members- the five (5) elected officers, the eight (8) elected directors, and the immediate past president, if available. In the absence of the immediate past president, any past president may fill this position upon a majority vote of the Board at the first Board meeting following the annual convention.

B. There shall be the following elected officers of the organization: A President, a First Vice-President, a Second Vice-President, a Secretary, and a Treasurer. The President, the Second Vice President, and the Secretary shall be elected at the annual convention in even numbered years. The First Vice-President and the Treasurer shall be elected at the annual convention in odd numbered years. An officer may serve no more than four (4) consecutive two (2) year terms, except as set forth in this document.

C. There shall be eight (8) directors elected at the annual convention of the organization, for a term of two (2) years. Four directors shall be elected at the annual convention in even numbered years and four directors shall be elected at the annual convention in odd numbered years. A director may serve no more than four (4) consecutive two (2) year terms, except as set forth in this document. Candidates for office shall be present at the annual convention unless extenuating circumstances, as approved by the Board of Directors, warrants their absence.

D. No more than two (2) individuals may be elected from any one affiliate. In cases where there is no affiliate, no more than one (1) individual may be elected from a state, territory, or the District of Columbia.

E. Only voting members may be elected to the Board of Directors, except that an associate member may be elected to the offices of Secretary and Treasurer.

F. All elected officers and directors are to serve term limits as specified above beginning at the end of the convention that elects them until the end of the convention that elects and certifies their successors. Should appointment(s) to an office or directorship become necessary, an officer or director who serves more than half of a term on the Board, shall have that time served counted as a full term in office.

G. A vacancy in the office of the President shall be filled by the First Vice President. The Second Vice President shall become the First Vice President thereby creating a vacancy in the office of Second Vice President which shall be filled by appointment of the new President. All other vacancies on the Board, officers or directors, shall be filled by the President unless determined otherwise by the Board.

H. Directors shall not receive any salary for their service. However, by resolution of the Board, a fixed fee or reimbursement of expenses may be allowed for attendance at each meeting of the Board. Nothing in this document shall be construed to preclude any Director from serving the organization in any other capacity as an officer, agent, employee, or otherwise and receiving compensation thereof.

I. The Board of Directors of RSVA shall be the voting members of the Randolph-Sheppard Vendors Service Corporation in addition to any other members the RSVA board deems necessary.

### Section 3. MEETINGS-NOTICE-QUORUM

Regular Board meetings shall be noticed individually to each Board member at least two (2) weeks prior to such meetings. Special meetings of the Board shall be noticed not less than 24 hours prior to such meetings. Waiver of these notice provisions may be approved in writing by a majority of the Board.

Notice of regular or special Board meetings may be in person or through any electronic means by the person authorized to call such meetings. The conduct of such meetings include, but is not limited to, introduction of motions, debate, and voting, and may be conducted by any electronic means provided all participants may hear each other at the same time.

A quorum for meetings of the Board shall be a majority of the entire Board (14) which is eight (8). In the absence of a quorum, the organization shall follow the rules established in their adopted parliamentary authority.

#### Section 4. POWER-AUTHORITY-DUTIES

The Board of Directors shall be the governing body of the organization between conventions, and such Board may appoint an Executive Committee of the Board to carry out its normal operations and policies between Board meetings. No decision may be made or action taken by the Board which is in conflict with a prior policy or decision made by the membership, or is in conflict with this document or any higher authority (Federal or State Statutes-Articles of Incorporation) to which the Board may be subject. The Executive Committee shall not make any decision or take any action in conflict with a prior decision or action of the Board of Directors or any higher authority.

A. The Board of Directors is hereby granted the authority:

To make such policy, rules, and regulations for the conduct of the business of the organization as they deem necessary, consistent with the aforementioned governing laws and documents, and the nature and purposes of the organization.

To change the principal office of RSVA for the transaction of the business of the organization, and to establish such subsidiary or branch offices as may be necessary, and to designate the time and place of meetings of the Board of Directors.

To borrow money and incur indebtedness for the benefit and purposes of the organization and to receive and invest funds and assets of the organization.

B. The general duties of the officers and directors of the organization shall be those prescribed in the most current edition of Robert's Rules of Order, Newly Revised and those enumerated below.

1. The Secretary shall make available to each member a written summary of all official actions taken at any duly convened meeting of RSVA or its Board of Directors, and shall furnish minutes of all such meetings to the Board of Directors.

The Secretary shall maintain such records and documents as is customary until directed otherwise by the Board of Directors. Such records and documents may include, but are not limited to, official minutes and papers, Constitution and Bylaws, credential reports, and a list of current memberships. The RSVA Office may maintain such records and documents as is customary, to include, but not be limited to, the seal of the organization, official papers, Articles of Incorporation, Constitution and Bylaws and a current file of affiliates and or memberships.

2. The Treasurer shall maintain a roll of members in good standing and shall present a financial report at each regular meeting of the membership. The Treasurer shall be bonded in an amount established by the Board of Directors. The Treasurer shall disburse, withdraw, and invest funds of the organization only at the direction of the President or the Board of Directors.

For the purposes of accounting for the finances of the organization, the fiscal year shall be January 1 through December 31. The treasurer shall furnish to the Certified Public Accountant the monthly bank statement for each bank account of RSVA. The CPA shall reconcile such bank statement. The CPA shall prepare the treasurer's report at the end of each calendar quarter which the treasurer shall distribute to the Board of Directors of Randolph-Sheppard Vendors of America. The Financial Review Committee shall conduct a review of the tax return and financial reports of the organization each year at the time of the mid-year meeting. Any affiliate using RSVA's Group Tax Exemption letter shall furnish to the RSVA treasurer annually a copy of its 990, if any, or its financial statement. In addition, all affiliates shall furnish to the treasurer annually a list of Officers and Board of Directors and a copy of the Constitution and Bylaws of RSVA.

#### Section 5. REMOVAL-OFFICERS-DIRECTORS-MEMBERS

Normally the final vote to remove an officer or director is accomplished by the body or person that elected or appointed the officer or director. However, varying circumstances may prevail and caution is highly recommended.

A. The Board of Directors, by a two-thirds (2/3) vote, shall initiate any removal proceedings when the actions of an officer or director are such that removal from an elected or appointed position is being considered by following one or more of the following:

1. Recommend to the officer or director involved that the submission of a resignation may be in the best interest of all concerned, OR

2. Consult an attorney so that any action(s) taken by the Board or the membership does not violate the officers or directors basic rights, OR

3. Follow the procedures specified in the disciplinary section of *Robert's Rules of Order, Newly Revised*.

B. Members may be denied continuation of membership for, but not limited to, one or more of the following reasons:

1. Failure to pay dues without submitting reasons for such action to the Board of Directors and or not requesting an extension based on acceptable circumstances as determined by the Board of Directors.

2. The commission of any act that reflects negatively on the reputation of RSVA.

3. The commission and conviction of a felony.

4. Failure to carry out the duties or requirements of membership, elected office, or of assignments which they have accepted and failed to perform.

## **ARTICLE VII – COMMITTEES**

### **Section 1. STANDING COMMITTEES**

The standing committees of the organization shall be: Awards, Constitution and Bylaws, Convention, Credentials, Finance and Budget, Legislative, Membership, Public Relations, Publications, Resolutions, and Ways and Means.

The Chairman of each standing committee shall be appointed by the President.

The Chairman shall select the members of the committee in sufficient numbers to carry out the duties of their committee.

Each committee shall have a minimum of three (3) members-a Chairman and two (2) members.

Vacancies in the chairmanship of a committee shall be filled by appointment by the President and vacancies in the membership of a committee shall be filled by the Chairman of the committee.

Meetings of committees may be by electronic means provided all members participating can hear each other at the same time.

A majority of the members of a committee shall constitute a quorum for the conduct of business.

Meetings of committees shall be at the call of the Chairman or as otherwise stated in this document and sufficient notice may be in person or by any electronic means.

## Section 2. NOMINATING COMMITTEE

A nominating committee shall be established prior to or at the annual convention and shall adhere to the following:

A nominating committee, established prior to or at the annual convention, shall present a slate of candidates for election to the offices and directorships that are due to be voted on at the business meeting of the annual convention.

The Chairman of the committee shall be appointed by the President. The President shall have no vote and shall not be a member of the committee. The committee shall consist of one delegate from each affiliate, appointed by the member's affiliate, and such delegate shall be recorded by the Secretary at the opening roll call of the annual convention. The nominating committee delegates may not run for office unless that delegate is the only representative from that affiliate attending the convention.

The President shall appoint a parliamentarian to attend the Nominating Committee meeting. The President may seek general consent to authorize the parliamentarian to serve as Chair of the proceedings of the Nominating and or the election process unless objected to by any member.

### Section 3. FINANCE AND BUDGET

This committee shall be comprised of the Treasurer and two (2) other members. The committee shall submit an annual budget for approval by the Board of Directors during an interim Board meeting prior to the annual convention.

### Section 4. CREDENTIALS COMMITTEE

This committee shall be comprised of the Treasurer and two (2) other members. The committee is authorized to, and shall, certify the qualifications of voting members of RSVA in accordance with this document. The committee shall make a preliminary report at the opening session of each annual convention, and shall make a final report at the opening of the regular business meeting of each annual convention.

### Section 5. OTHER COMMITTEES

The President may, subject to ratification by the Board of Directors, establish from time to time such other standing committees as may be necessary to carry out the purposes of RSVA. Special or Ad Hoc committees may be established by the President during a Board of Directors or a membership meeting, on a needs basis.

## **ARTICLE VIII – MEETINGS**

### Section 1. ANNUAL CONVENTION

The time and place for the next annual convention shall be designated by the membership at the current annual convention.

### Section 2. BOARD MEETINGS

A. There shall be a pre-convention meeting of the Board of Directors held immediately prior to the annual convention.

B. There shall be an interim in person meeting of the Board of Directors during the Sagebrush conference, the day of which shall be established at least sixty days in advance by the Board of Directors or the President.

C. There shall be at least two other interim meetings convention, to be held at the same location as the annual convention, and there shall be a post-convention meeting of the Board of Directors held within 30 days following the annual convention of the Board of Directors other than the meetings set forth in paragraphs A and B of this section, the day and place of which shall be agreed to at least thirty days in advance by the Board of Directors.

D. Special and emergency meetings may be called by the President, or upon approval of a majority of the Board of Directors.

## **ARTICLE IX-PARLIAMENTARY AUTHORITY**

The most current edition of Robert's Rules of Order, Newly Revised shall govern the conduct of business in this organization in all cases to which it applies and is not inconsistent with this document or in conflict with any special rules of order the organization might adopt or to any higher authority to which it may be subject.

## **ARTICLE X – AMENDMENTS**

### **Section 1. AMENDMENTS**

A. This document may be amended by a two-thirds (2/3) vote of the membership present and voting at any annual convention.

B. Any proposed amendment shall be submitted to the Chair of the Constitution and Bylaws committee of the organization for its approval, amendment or rejection, not less than sixty (60) days prior to the date of the convening of the annual convention to which it is to be presented.

C. A proposed amendment must be noticed to each member of the organization not less than thirty (30) days prior to the annual convention to which it is to be presented. Notice shall include publication in or by one or more of the following: U.S. Mail, RSVA Vendorscope, e-mail or other electronic communication.



D. Amendments, unless otherwise specifically provided for in any such amendment or by a proviso attached to the amendment, shall take effect immediately upon the close of the annual convention at which the amendment is adopted.

## **ARTICLE XI-RSVA OFFICE**

RSVA is incorporated in the District of Columbia. The principal office of the organization shall be in Louisiana, or in any other location as determined by a majority vote of the Board of Directors.

Except in emergency circumstances, the membership of RSVA shall ratify any change in the location of the principal office of the organization following a vote of the Board of Directors. The registered office of the organization for corporate purposes shall be in the District of Columbia.

## **ARTICLE XII-DISSOLUTION**

The organization may be dissolved by a three-fourths vote of the membership at a regular or special meeting called for the purpose to dissolve RSVA. No officer, director, or member may profit from the distribution of the assets of the organization. All assets are to be distributed to another not for profit organization. It is strongly advised that an attorney be engaged to assist the organization in the dissolution process.

Presented to and adopted by the membership at the annual convention in Reno, Nevada, July 2011.

## **PROVISO**

The adoption of this document of RSVA replaces all other constitutions, bylaws, or special rules of order heretofore adopted. The Secretary, or person or persons responsible for preparing this document for presentation, publication, and or distribution to the membership, is hereby authorized to make such technical, editorial, and or conforming changes as may be necessary without in any way changing the intent of the original wording contained herein.

## **RSVA LEGISLATIVE REPORT**

***By: Ron Eller, RSVA Legislative Chair, GA***

The U.S. House Surface Transportation Infrastructure Committee is expected to mark up a Bill, which could affect over 1000 blind Randolph-Sheppard vendors currently operating highway Rest Areas across our nation. On the Senate side, a bill titled the Surface Transportation Act, S.158.IS is also being prepared.

As we know, the Kennelly Amendments give Randolph-Sheppard vendors priority on the Federal Highway system, to provide vending services in Rest Areas. The Kennelly Amendments presently sit inside of the current Surface Transportation Act, but may be eliminated in the new "Reauthorization of the Surface Transportation Act of 2011", which is being updated on both sides of Congress.

The House Committee is expected to write in the new bill, language that would allow individual states commercialization of their rest areas. Sean Whalen of Linchpin Strategies, a consulting company with whom NCSAB contracts, recently reported that a potential threat to highway vending from private commercialization efforts may soon come to pass in the Reauthorization Act and vendors and SLA's alike should watch for future reports from NCSAB concerning this issue. If your elected House representative serves on this Committee, please call their office and let them know that almost one-third of all Randolph-Sheppard locations are highway rest areas, and this could highly impact the livelihoods of blind vendors.

Another bill recently introduced in the Senate (S.679) "The Presidential Appointment Efficiency and Streamlining Act of 2011", sponsored by Sen. Schumer, N.Y. with 15 other co-sponsor senators, will affect the "political power" of the Randolph-Sheppard Program. The RSA Commissioner position has always been a Presidential appointment with Senate approval, which basically means "political power" for that appointed position. With the proposed legislation, that position will become a Department of Education standard "Directorship", and the political standing will fold under the Department of Education.

Please contact your elected state officials and request that they not support this bill, as this may remove the RSA Commissioner from that position.

Senate Bill 1036 was introduced to the Senate Committee on May 19, 2011 by Sen. Ben Cardin and Co-sponsor, Sen. David Vitter, LA. The bill's title is "The AbilityOne Improvement Act", and is written to amend Title 40 of the U.S. Code, to ensure that job opportunities for people who are blind and people with significant disabilities are met by requiring the application of JWOD to certain lease agreements entered into by the federal government, for private buildings or improvements.

Several states/cities have been introducing legislation for "healthy vending and food services in government facilities". California has introduced AB 727 which will require 50% healthy vending in all machines and facilities by 2014 and 100% healthy vending in all vending machines and food service facilities by 2016. California vendors have been testifying at the Hearings against this legislation. Alabama has recently been served with similar legislation, and their BEP will be reporting on their pilot project for nutritional sales in the near future.

Seattle, Washington has recently passed guidelines to encourage healthy vending sales by various organizations for government worksites, youth activities, and community settings. With its "Healthy Incentives" program, they are working with a 20% guideline.

The State of Florida's Vending Organizations recently battled victoriously a 6% sales tax hike for bottled water. Their NAMA membership united and sent in over 300 emails demanding defeat of this bill. Remember, elected officials must listen and R-S vendors do have a voice through RSVA!

As a matter of interest, the Presidential dollar gold coins are becoming a success for the vending industry. The President Grant coin was just released on May 19, 2011.

## **NAMA 2011**

***By: Charles Glaser, RSVA Immediate Past-President***

2011 is the first complete year for NAMA's "One Show". "The One Show" is actually NAMA's way of saying that after a few years of a lagging economy, they realized their attendees could be better served by cutting from two big shows a year to one. The exhibitors get more bang for their buck and the attendees have more to see and learn. NAMA will continue to do one show a year for the foreseeable future. The "One Show" will move around the country. Next year it will be in Las Vegas.

On the equipment side, this was not a landmark year for innovation. There were a few more small LCD screens, some additional LED lighting, better recyclers, and the full size LCD doors for snacks and drinks are coming down in price. But it was not anything like we expect next year. With the new ADA standards and nutrition labeling rules taking effect in 2012, manufacturers will be making some significant changes. This will make the Las Vegas "One Show" a definite "do not miss".

Products are evolving to address the government's suggestion that if it tastes good and you like it, it will probably kill you or make you fat. Are they there yet? I will just say there is still work to do. It appears that encouragement from customers is going to be the only way healthier products will become readily available to the vending industry.

On the brighter side, both manufacturers and distributors indicated that sales were improving after a couple of tough years.

***WATCH FOR MORE NAMA NEWS IN THE  
SUMMER ISSUE OF THE VENDORSCOPE!***

# **NATIONAL COUNCIL OF STATE AGENCIES FOR THE BLIND (NCSAB)**

*By: Charlie Carroll, RSVB Board Member*

The NCSAB held its semi-annual conference in Bethesda, Maryland in conjunction with the Council of State Administrators of Vocational Rehabilitation (CSAVR) this past April 13-16, 2011.

The agenda was action packed and well attended with those who are so willing and unselfishly giving of their time to learn new ways to serve their blind and visually impaired clientele. Being held in close proximity to our nation's capital, we were honored with the presence of several leaders from the U.S. Department of Education who oversee all Vocational Rehabilitation (VR) programs, including the Randolph-Sheppard vendors.

RSA Commissioner Lynnae Ruttledge renewed her commitment to our program and assured us that she would support initiatives that would allow our program to continue and grow as our needs change. It was a perfect opportunity to meet and network with many leaders of various blindness agencies and groups. Most notable was Melanie Brunson, Executive Director of the American Council of the Blind (ACB), who took time from her busy schedule to participate and learn more on how we all can help reduce the high unemployment rate in our blindness community.

We heard from many attendees on how they are moving forward to improve the employment skills of the blind and visually impaired in their respective states, including but not limited to, how universities are taking on the responsibility of educating and formulating programs for our younger members to transition from high school to college and on to the work force.

We heard about some of the latest technology that is on the market and being developed to assist us in our jobs and lives.

Included in this, were discussions about blind people driving cars using GPS technology and sensors in the seat. Wouldn't this be great for all of us as it would allow us more independence and cost savings in our businesses? In my mind, I was hoping to hear about the car that has been driving around the country lately, solely with GPS while being totally unoccupied. Hopefully, at this Fall's NCSAB Conference, we can learn more about this.

Our President, Dan Sippl was on the agenda and gave a report on our activities at RSVA. He briefed Conference attendees on the successes of the February Sagebrush Conference, our work with AbilityOne, our work on preserving our priority on highway rest areas and the new Frito and Cloverhill rebate programs for our members.

RSVA attendance at the NCSAB meetings once again was successful in promoting Randolph-Sheppard activities and concerns to our nation's VR policyholders. Please join us in Reno as we develop further discussions and plans of action on issues affecting vendors across our nation. See you in Reno July 9 – 12, 2011!

\* \* \* \*

***JOIN US IN CELEBRATING THE 75<sup>TH</sup> ANNIVERSARY OF  
THE RANDOLPH-SHEPPARD ACT AT THE JULY RSVA  
CONFERENCE!***

***CHECK OUT THE AGENDA AT THE RSVA WEBSITE!***

***[www.rsva.biz](http://www.rsva.biz)***

# **AN RSVA CHAMPION... A SPECIAL INTEREST REPORT ON TERRY CAMARDELLE**

*By: Cindy Carruthers, Vendorscope Reporter*

I believe everyone may know Terry Camardelle, our “prime subject” for this special interest report. Terry currently is the Treasurer and a Board Member of RSVA.

Terry was born in New Orleans/Westwego 65 years ago. He has two brothers and three sisters (one of whom is our National Office Staff, Kim Venable’s, mother). Terry’s parents owned a seafood store where he worked all through his youth (how fun would that be?). Never afraid of work, Terry has owned several businesses throughout his working life.

Legally blind all of his life, Terry has never hesitated in any way for accomplishing anything he has strived to do. Terry’s older brother, Jay was also legally blind and was in the Louisiana BEP. He passed away in 2003, as did his sister, Yvonne (Kim’s mom) in 2009.

Terry has been married to Bonnie for 35 years and has two beautiful daughters, who work at the Azalea Bingo Hall faithfully for their dad. (I say this “faithfully” because I worked for my dad for over 10 years). Bridgette and Brandie have blessed Terry and Bonnie with 3 beautiful grandchildren, all of whom are so very spoiled.

Terry has not only been involved with RSVA, RSVL, and the Louisiana Council for the Blind for many, many years, he is also the Louisiana ECM Chairman presently.

Terry is also a proud supporter of the Mardi Gras. He is very involved, and rides in at least three parades every year. He has recently cut down from the eight or nine in past years but has always served and has been very involved.

Terry is in the Mason’s where he has been a member for over five years.

He spends seven days a week at the Azalea Bingo Hall raising money not only for RSVA, but RSVL and the Louisiana Council of the Blind. Listing all of the community activities that he is involved in would be impossible, but rest assured Terry Camaradelle is always involved and supporting many community activities.

While preparing this story, I have heard so many positive and funny stories about Terry, that it's hard to choose which favorite ones to share with you. One story is that he obviously had quite a 50<sup>th</sup> birthday party, according to the people who attended. But that was 15 years ago, so I'm sure he's a lot calmer now!!

Several of us have heard the story about why he quit smoking. Terry and former RSVA three-term President, Gene Hiesler were, of course, sitting in a bar somewhere and Gene told Terry that if he quit smoking he would quit drinking. Well, Terry never smoked another cigarette, but Gene drank until he died!

And then, there was a time many years ago when Terry was trying to hang Christmas lights and he fell off the roof of the house into the backyard. Terry's St. Bernard dog wouldn't let the EMS into the backyard to help him (he was protecting his master!). Then there's also the time he presented his wife Bonnie with a Valentine's Day gift in a beautifully wrapped box; only for her to be surprised that it was a shock box.

Terry always shows people a good time when they come to Louisiana for conferences or retreats. He takes them to see the famous Bingo Hall he worked to establish, as well as to the roadside rest area facilities the he operates. Terry always provides great meals while they are there in Louisiana as well. Because Louisiana is all about the good meal and hospitality, just like Texas, Terry always shares great meals and hometown cooking with his guests.

Terry has been honored with too many awards to name in this article, but a few of them are as follows:



The Randolph-Sheppard Vendors of America Vendor of the Year Award, The RSVA Don Cameron Advocacy Award, The Louisiana Blind Vendors Vendor of the Year Award, The Guy DeChiarry Award, and the Service and Dedication Award.

Terry has attended every annual conference of Randolph-Sheppard Vendors of Louisiana, Randolph-Sheppard Vendors of America, and the Annual Sagebrush Conferences. I wanted this story to be about tenure and I think this says it all.

I have spoken with several people while writing this article and have asked for one word to describe Terry Camardelle. Of course, I've received several one word descriptions, but the one that best describes our "prime subject" for this edition is *GENEROUS*. I think most of you who know him will agree and those who have never met Terry will also agree when they hear about all of his great volunteer work for the betterment of Randolph-Sheppard vendors, as well as blind and visually impaired people throughout our nation.

Wow! I don't know where Terry finds the time to do all he does, not only for this organization and the others that he supports, but for his family as well. I hope we all find the time and heart to do as much for not only our RSVA organization, but for our families as well.

***Thank You Terry Camardelle for Being the RSVA  
Champion for Vendors Across Our Nation!***

***RSVA Also Thanks You For All of Your Fine Efforts in  
Leadership and Sponsorship! Your GENEROUS Support  
Has Made RSVA a True Advocacy Organization for All  
Randolph-Sheppard Vendors Across America!***

\* \* \* \*

***Be on the lookout...you could be chosen for our next  
"Special Interest" article in The Vendorscope!***



# **PEPSICO**

## **Partnership in Profits**

2011 Programming

**Randolph Sheppard  
Vendors of America**



**Timing: January 1 through December 31, 2011  
This Partnership Rewards Both Individual and  
Group Performance!**

*Note: If a vendor is an active member of both the Randolph-Sheppard Vendors of America (RSVA) and another organization participating in this program, the vendor will be responsible for determining which organization to be affiliated with for the purposes of this Partnership Program. Please indicate your RSVA affiliation!*

- There are 3 Simple Program Elements:**
- (1) Individual Vendor (Base of the Program)**
  - (2) Individual Vendor Growth Rebate/Quarter**
  - (3) National Organization Growth Rebate/RSVA**

## **PROGRAM STRATEGIES**

### **Larger Top 12 Rebates:**

- (1) *Dorito Nacho Cheese*
- (2) *Cheetos Crunchy Snacks*
- (3) *Lays Classic Potato chips*
- (4) *Fritos Original Corn Chips*
- (5) *Ruffles Cheddar Sour Cream*
- (6) *Grandmas Vanilla Mini Cookies*
- (7) *Fritos Chili Cheese Corn Chips*
- (8) *Cheetos Flamin Hot Snacks*
- (9) *Cheetos Cheddar Jalapeno*
- (10) *Doritos Cool Ranch*
- (11) *Rold Gold Tiny Twists*
- (12) *Any Sunchip Flavors*

**All Sizes Qualify: LSS, SVL, L**

**GROWTH DRIVERS:** (A) You are Working with the Top 12 Rebates; (B) Using News for Promotions/Off Invoice; and (C) Grandma's Rebate Kicker

Note: Grandma's will unveil new packaging and introduce 2 new products in 2011. Add Mini Fudge Chocolate Chip to your line up. For each incremental Grandma's case you purchase above your existing Grandma's base you will earn a \$.25 kicker.

Yearly Growth Rebate: Operator must achieve at least 95% to prior year for the overall calendar year **AND** at least three quarters. All rebates paid on Total Equivalent Cases purchased from an authorized Distributor reporting to Brand Advantage.

Blind Vendor Program tracked by Brand Advantage and paid to the Randolph Sheppard national office for distribution of rebate checks to qualifying members.

**RSVA Members:**



Element #1: Base	Total	95%	100%	105%	110%+
	Top 12	\$0.25	\$0.60	\$0.85	\$1.10
	All Other	\$0.10	\$0.10	\$0.20	\$0.30

**Element #2: Grandma's Growth Rebate**

**Grandma's cases 100% +**

**\$0.25 per case on all incremental Grandma's cases**

**(Those over 100%) to prior year**

Quarters of Growth	Qtrs	Case
3 of 4 Qtrs	1,2,3,4	Payout
4 of 4 Qtrs	1,2,3,4	\$0.10
		\$0.20

**REMEMBER TO SIGN UP FOR THIS PARTNERSHIP PROGRAM. CONTACT THE RSVA NATIONAL OFFICE SO THAT YOUR PURCHASES ARE ACCOUNTABLE FOR YOUR REBATES!**

## WHAT'S NEW?

*By: Ardis Bazyn, RSVVA Secretary*

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

### **TECHNOLOGY TO USE ON THE JOB**

The Bureau of Engraving and Printing (BEP) has developed a free downloadable application (app) to help the Blind and Visually Impaired read US currency. The app is called EyeNote(tm). EyeNote(tm) is a mobile device app designed for Apple iPhone (3G, 3Gs, 4), and the 4th Generation iPod Touch and iPad2 platforms, and is available through the Apple iTunes App Store.

EyeNote(tm) uses image recognition technology to determine a note's denomination. The mobile device's camera requires 51 percent of a note's scanned image, front or back, to process. In a matter of seconds, EyeNote(tm) can provide an audible or vibrating response, and can denominate all Federal Reserve notes issued since 1996. Free downloads will be available whenever new US currency designs are introduced. Research indicates that more than 100,000 blind and visually impaired individuals currently own an Apple iPhone. The EyeNoteTM app is one of a variety of measures the government is working to deploy to assist the visually impaired community to denominate currency, as proposed in a recent Federal Register notice.

These measures include implementing a Currency Reader Program whereby a United States resident, who is blind or visually impaired, may obtain a coupon that can be applied toward the purchase of a device to denominate United States currency; continuing to add large high contrast numerals and different background colors to redesigned currency; and, raised tactile features may be added to redesigned currency, which would provide users with a means of identifying each denomination via touch. More information is available at [www.eyenote.gov](http://www.eyenote.gov).

## **VisionCue Touch Memo**

The new Touch Memo, a digital voice labeler for the blind and visually impaired, is described as a "Daily Living Product" by VisionCue because of its numerous applications in the home and workplace. The Touch Memo allows users to record personal descriptions of items such as groceries, cosmetics, medicines, files, keys, books, CDs, tools, and other important items for later playback. Lightweight and ergonomic, the Touch Memo is used together with specialty labels that are placed on objects. The labels have a unique identification that the Touch Memo uses to reference a vocal "tag" associated with that object. For instance, a user may place a label on a pill bottle and record the vocal tag, "Vitamin C, take 2 pills a day." Later, to play back that vocal tag, just "touch" the label with the Touch Memo to hear the prerecorded "memo".

The digital labeler is easy to use with only three operating buttons to learn. Special "tactile" labels help users quickly find the label for reading with the Touch Memo sensor. "Washable" labels are designed for clothing. All recorded labels may be backed up on a computer using the USB cable provided, although a computer is not necessary to use the Touch Memo. Touch Memo features include: rechargeable battery with 6 hours of operating time and 2 GB internal flash memory. It's lightweight and easy to hold at only 1.3 ounces, has a fully adjustable volume control, 120 re-recordable tactile adhesive labels and 40 non-tactile labels, 60 washable labels and 24 plastic tags for reusing adhesive labels. Accessories include AC charger, USB cable, lanyard and printed and CD manuals, audible power on/off tones and LED on light. VisionCue has a list price of \$179. VisionCue can be reached toll-free at 888-318-2582 or at [AT.Info@visioncue.com](mailto:AT.Info@visioncue.com). You can also call: (503) 297-1510, x116 or email: [pr@visioncue.com](mailto:pr@visioncue.com)

## **Accessible Version of Google**

Instead of going to google.com, google has a page titled "Google Accessible Search" which takes away all of the clutter and junk and makes things easier. Check: <http://labs.google.com/accessible/>.

## **Candle in the Window**

Candle in the Window details:

Where: Wooded Glen, Henryville, IN

When: August 3-7, 2011

Topic: Independence vs: Interdependence

Questions to consider:

- Define independence, what does it mean to you now and what did it mean during other stages of your life?
- Does the definition change with age or circumstance?
- How does our view of independence affect the relationships in our lives?

In addition to the conference sessions, there will be plenty of time to reflect, to get to know other conference participants and also one of the most important aspects of Candle, to have fun! The cost of the conference is \$485 double occupancy, 465 triple occupancy, and \$415 quad occupancy. The cost includes both room and all meals.

When making transportation arrangements, arrange to arrive in Louisville, Kentucky, where transportation will be provided to the conference center. Attendance is limited to 20 participants, so make your reservations early. A \$40 deposit (non refundable) will reserve your spot. If payment is received before June 15, a \$15 discount is offered. Payment by check may be sent to: Carlos Taylor, 925 S Luick Ave, Muncie, IN 47302. Any questions may be directed to: Kevin LaRose: Kevin@kevinlarose.net; 360-292-3817 or: Becky Barns, beckyjim@optonline.net or (914)393-6613. It promises to be a great experience!

### **Post an Ad to The Blind Post**

Ads and announcements can now be posted anytime, for 30 days, on theblindpost.com! Your first one of 50 words or less is free and each additional ad or announcement, submitted within the same 30 days, is \$5. Phone numbers, Email addresses, and website addresses count as one word each.

The same day you send me your ad or announcement, upon approval, I will post it to the website. If you have an ad or announcement over 50 words to 125 words, the cost is \$5. The 30 days for your ad or announcement starts from the day it is posted to the website. If you have a picture of an item you are selling, attach it to an Email with your ad and I will post that along with your ad. If you are attaching a picture to your first free ad, this would change the price from free to \$5. If you need to have the post removed before the 30 days is up, for whatever reason, Email me and I will take it off the site.

All links of interest that you send me are posted for free upon approval. All ads: for sale, wanted, services, business opportunities, announcements, links of interest, and any other submissions will be posted as soon after they are submitted, via E-mail, and approved by the editor. I will contact you with any questions about your ad, if it does not meet any of the requirements or if I need to change anything, prior to posting it on the site. All ads and announcements will also be posted in the following monthly newsletter, which is emailed out to all current subscribers. Please e-mail me at: [foodlady@theblindpost.com](mailto:foodlady@theblindpost.com) With your post exactly how you would like it printed under a phrase saying Ad starts here:

The National Institutes of Health (NIH) will hold a hiring event to help increase the employment of people with disabilities in federal jobs. To be considered for a position, you must submit your resume online and provide documentation supporting your disability. For more visit: <https://www.disability.gov/employment>.

### **School of Education Launches New Free Mobile App**

A new iPhone app helps parents better advocate for their children with disabilities. iAdvocate is a free application available through iTunes that provides information on advocacy strategies for parents to help ensure school-aged children with disabilities are provided appropriate services and resources in their education.

The idea behind iAdvocate is to empower and engage parents, make them aware of their rights and introduce them to a variety of resources.



The app better prepares parents to work more collaboratively with school professionals to achieve positive outcomes for their children's education. The creator, Dr. Foley incorporated the project into his classes last year, and also worked with a team of School of Education graduate students. The students helped conduct focus group studies with parents involved in the SU Parent Advocacy Center (SUPAC), develop content and design a prototype. Foley also collaborated with the School of Education, the Center on Human Policy, Law and Disability Studies and SUPAC on the project.

The app contains three sections for users—strategies that parents can pursue as advocates; resources, information and links to laws, books, articles, websites, videos and organizations that can provide information on inclusive education; and responses, which features simulated conversations between parents and school professionals. The app also connects to the SUPAC website, which provides additional exchanges of information and ideas. The plan is to create updates for the app. To see and download iAdvocate, visit:

*<http://itunes.apple.com/us/app/iadvocate/id427814325?mt=8&ls=1>*.

### **Blind Stoker's Club**

Are you interested in tandem bicycling? Sign up for the Blind Stoker's Club. The short registration form has text field boxes to enter your state and postal zip code so that captains and visually impaired stokers can participate nation wide. <http://blindstokersclub.org>. There is also a text field box to mark "other" if you are an inexperienced captain who is interested in training to gain skill as a captain.

### **FaceBook Training**

Do you want to connect with friends and family? De Witt & Associates has built a Facebook class just for JAWS users. Not only will you learn how to use Facebook but we can help you build your profile page while doing so! Facebook for JAWS Users subjects include:

- Setting up your Facebook account.
- Uploading your profile picture.

- Setting up your profile.
- Requesting and searching for friends.
- Sharing and updating your Status.

The class is delivered using remote access software, pc-to-pc. You will need to have a working Internet connection. You will be working with a live trainer, who can answer your questions and help build your skills and confidence as a social networker. The class is 2 hours long and is priced at \$179. The class is scheduled at a time and date that is convenient for you and the trainer. Facebook is helping millions of people connect and stay connected. Contact Melissa Bourn at 201-447-6500 extension 211 or email: [melissa@4dewitt.com](mailto:melissa@4dewitt.com). Visit: [www.4dewitt.com](http://www.4dewitt.com).

### **Intel's Read-aloud Reader**

The Intel Reader designed by Silicon Valley design shop, Lunar, for Intel's Digital Health Group, is about the size of a paperback book or a hand-held video game. It works by taking a picture of a page of text, then converting it to speech. It's not designed as a digital camera. You can use it with your elbows on the table, at the right height. The device is designed to be convenient for older people who find it hard to read restaurant menus or mail, and it has clever tactile cues, such a corner cut off like a dog eared book and buttons distinguishable by feel and location, to help the blind orient themselves. A portable capture station allows users to scan larger amounts of text, such as complete books or journals. They can be saved, much as one would with an ebook, for listening later.

The device comes with earphones for listening privately, in the car, or in class, and files can also be exported to MP3 players. It can be purchased for about \$1,500 through CTL, Don Johnston Incorporated, GTSI, Howard Technology Solutions and HumanWare. The capture station costs an extra \$400.

### **Free Download Nuance PDF Reader**

Nuance PDF Reader enables you to do much more than just view PDF files.

You can convert PDF files to WordR, ExcelR, and RTF via a free, hosted web service. Use annotation tools to highlight, cross-out, and underline text for more effective collaboration. You can even fill out and save PDF forms. Nuance PDF Reader takes up less disk space, is more secure than AdobeR ReaderR, and works with virtually any PDF file. It's absolutely free, download it now at:

*<http://marketing.scansoft.com/2010/Reader/spacer.gif>*

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\* \* \* \*

***REMEMBER TO REGISTER NOW FOR THE RSV  
CONVENTION IN JULY!***

***REGISTER AT: WWW.RSVA.BIZ***

# **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

### **Dan Sippl, President**

3151 Terry Lane  
Eau Claire, WI 54703-1242  
715-839-8591 (home)  
715-839-0671 (fax)  
715-828-9088 (cell)  
[sippl@charter.net](mailto:sippl@charter.net)

### **Warren Toyama, 2<sup>nd</sup> Vice-President**

1255 Nuuanu Ave, Apt E-1102  
Honolulu, HI 96817  
808-521-6213 (home)  
808-833-4026 (work)  
808-861-1308 (fax)  
[toyamaj005@hawaii.rr.com](mailto:toyamaj005@hawaii.rr.com)

### **Ardis Bazyn, Secretary**

2121 Scott Road # 105  
Burbank, CA 91504  
818-238-9321 (home/work/fax)  
818-209-8684 (cell)  
[abazyn@bazyncommunications.com](mailto:abazyn@bazyncommunications.com)

### **John Gordon, 1<sup>st</sup> Vice-President**

P.O. Box 5338  
Chicago, IL 60680  
312-491-0752 (work)  
312-663-3008 (fax)  
312-217-0752 (cell)  
[ICBV@sbcglobal.net](mailto:ICBV@sbcglobal.net)

### **Terry Camardelle, Treasurer**

1029 Parc Helene Drive  
Marrero, LA 70072  
504-347-7826 (home)  
504-416-8302 (work/cell)  
504-340-7754 (fax)  
[rsvaterry@juno.com](mailto:rsvaterry@juno.com)

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

6124 Windsong Way  
Stone Mountain, GA 30087  
770-925-1822 (home, work, fax)  
678-521-2976, 770-570-0126 (cell)  
[cglaser@bellsouth.net](mailto:cglaser@bellsouth.net)

## BOARD OF DIRECTORS

**Charles L. Carroll (AL)** 205-280-7581 (home), 205-688-6216 (work/cell)  
[cc3054@bellsouth.net](mailto:cc3054@bellsouth.net)

**Myles Tamashiro (HI)** 808-626-0535 (home), 808-329-4547 (work)  
808-284-6744 (cell) [tamashirm006@hawaii.rr.com](mailto:tamashirm006@hawaii.rr.com)

**Ron Eller (NC)** 704-528-9834 (home), 828-291-2003 (cell)  
[mreller47@att.net](mailto:mreller47@att.net)

**David Hanlon (CA)** 858-277-7964 (home), 858-610-0825 (work/cell)  
[d\\_hanlon@san.rr.com](mailto:d_hanlon@san.rr.com)

**Donnie Anderson (IL)** 708-660-0600 (home), 708-458-5666 (work)  
312-805-7500 (cell), [wendyboy@me.com](mailto:wendyboy@me.com)

**David Alstatt, Sr. (OK)** 405-227-7202 (home, work, cell),  
[dalstattsr@yahoo.com](mailto:dalstattsr@yahoo.com)

**John Burt (LA)** 985-851-2365 (home), 985-447-4856 (work),  
985-856-1499 (cell), [burtsvending@gmail.com](mailto:burtsvending@gmail.com)

**Randy Hauth (OR)** 503-317-3852 (home, work, cell),  
[randy.hauth@comcast.net](mailto:randy.hauth@comcast.net)

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

**FREE MATTER FOR THE  
BLIND & HANDICAPPED**