

THE VENDORSCOPE™

RANDOLPH-SHEPPARD VENDORS OF AMERICA™



SPRING, 2013 – VOLUME 45 – 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.**

Bequests

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

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

THE VENDORSCOPE™

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

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MESSAGE FROM THE PRESIDENT

“ADAPTING”

By: Dan Sippl, RSVVA President

As we adapt to the ever changing needs of society, the urgency for us to become involved and network with each other, special interest groups, organizations and society in general, is becoming more and more paramount to secure our program for future generations.

As we travel, meet and make new friends it becomes apparent that the options we have before us are endless. Yes, the old battles may well be there, but we can find various ways and means to turn them into productive opportunities.

Micro Marts/Mini Marts are well above the radar as evidenced at the recent NAMA show in Las Vegas. A large number of product manufacturers, in addition to the traditional vending products, were displaying a variety of different size packaging to meet the needs of Micro Marts. This is exciting because of the costs of packaging small units, larger packages become more economical and our profit margin gets better and less overhead in service time is needed at the machine.

We are working very closely with Shop24 which is one and, perhaps, the only Micro Mart that is fully automated and vandal resistant. A number of these units have been placed around the country in blind vendor hands after approaching the saturation point in Europe with excellent success. Please see related article in this issue of the Vendorscope and join us for a tour of their warehouse in Columbus and an operational site.

We all can recall how we pulled together one and a half years ago to protect our program from the devastating implications of HR 7 and the Portman Amendment. I'm proud to say that we pulled together again in Wisconsin with the Wisconsin Council of the Blind and Visually Impaired and several Trade Organizations in the restaurant and trucking industries. A provision in the Budget Bill was withdrawn that would have commercialized our Highway Rest Areas, thereby putting many blind vendors on the unemployment roles. Please see a related article in this issue.

In an unprecedented move, Wisconsin and Minnesota held a joint training conference for blind vendors with the exemplary assistance from Lieberman Companies, a major distributor of Vending and Amusement equipment in the Midwest states. The focus was on technology and customer service. It was very well attended by blind vendors along with a full complement of the non blind vending community.

Our legislative Committee maximized their visit with NCSAB in Washington DC by making a large number of office visits on the "Hill" before and after a fantastic NCSAB conference. Please see related articles in this issue. We appreciate it when participants write these updates for our membership to read.

As you can see, there is much going on and the bucket list keeps growing, creating many opportunities for you, personally, to get involved with RSVA and be a part of the solution. Why not join us in Columbus, Ohio to learn, but equally as important, share your experiences on how you have and are adapting to meet societies ever changing needs.

See you in Columbus!

FROM THE DESK OF THE CHAIR

By: Ardis Bazyn, Publications Chair

The Publications Committee is excited to tell you more about our upcoming RSVA convention in Columbus, OH, held in conjunction with the ACB Convention. RSVA plans to have many opportunities for you to network with others and even learn some new things. An article is included about Shop24 and the excursion available to their warehouse during the conference. We hope to see many of you there!

Included in this issue is another article about Sagebrush covering the speaker presentation on “How to Create Business Plans More Effectively”. It has lots of hints on how not to fail. Dan Sippl, RSVA President, has written an excellent advocacy article highlighting the efforts in Wisconsin to keep the roadside rest areas in the R-S Program there.

Marie Keane has written an excellent profile article about Roy Harmon, one of our newer RSVA Board of Directors members. Please enjoy our regular columns of “What’s new?”, legislative news, and our President’s message.

The RSVA Publications Committee extends 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. Please let me know if your affiliate is planning an upcoming event and we’ll write about it!

Watch for more updates about our upcoming conferences on the RSVA.biz website and on acb.org as well.

Also, please submit nominations for the three awards this summer. RSVA presents these awards at our annual luncheon.

Our next Vendorscope issue will be called our Fall Vendorscope. For some time, our issue names haven't coincided with the current season. This issue is called the spring Vendorscope but you will receive it close to summer 2013. Our last issue, called the winter issue, arrived in late April which is actually spring. Therefore, you will not see a summer issue this year because it will be called our fall issue to align future issues more closely with the seasons.

You can change the format of your Vendorscope if you wish. If you would prefer to receive your issue via email in Word or text, please let us know. We just need your preferred email address. This will save RSVA some money and make it easy for you to save the copies without taking room in your bookcase as well.

Our website now has past issues of The Vendorscope on it. We don't put the latest Vendorscope on right away, since receiving the Vendorscope is a benefit to being a member. However, we want members to encourage others to learn about our publication. We'd also like you to let us know what you'd like to see in future issues.

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 opportunities on the RSVA website. Please read the explanations of all three networking opportunities on the 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.

* * * *

RSVA OFFICE REPORT

By: The RSVA Administrative Staff

If anyone would like to include a memorial or their get-well wishes in "The Vendorscope", contact RSVA.

GET WELL WISHES FROM RSVA

Hazel Harmon, CA

Filo Tu, HI

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

It is a pleasure to see our members so dedicated to our cause.

RSVA LIFETIME MEMBERSHIPS

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. A lifetime member in the RSVA presidents' Council receives a plaque from RSVA and acknowledgement at a national conference.

If you are interested in becoming a life member in the Presidents Council or perhaps you would like to honor someone else with an RSVA lifetime membership in the Presidents Council, please contact Kim Venable at the RSVA National Office at 504-328-6373.

You can also purchase a life membership in RSVA for \$200. A separate fund has been established for life membership donations. All persons or organizations that make donations to RSVA are listed in the Vendorscope in the issue immediately after receiving the donation.

RSVA has instituted a "Monthly Monetary Support" or MMS plan. The plan is in conjunction with the American Council of the Blind (ACB). All an individual needs to do is sign up, and determine whether the MMS will come from a checking account or credit/debit card. There are two date choices for withdrawal during a month. That's it!! Fifty percent goes to ACB and fifty percent goes to RSVA.

If you want to donate \$25.00 a month to RSVA, the total would be \$50.00, with \$25 going to ACB. You can call the MN office of ACB with your credit card or banking account information at: (612) 332-3242 or toll free: (800) 866-3242. Alternatively, you can go to www.acb.org any time and click on the donation link. Then click on MMS donation. It will give you two options: either clicking a link for a credit card withdrawal form or a link to a banking account withdrawal form. Once you've signed up, you will receive a printed annual statement showing your total contribution, which is *TAX DEDUCTIBLE!*

You will be helping your organization as well as yourself.

* * * *

<p style="text-align: center;">SAVE THE DATE! ANNUAL ACB / RSVA CONFERENCE</p>
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The 2013 RSVA summer convention will be held during the 52nd Annual ACB Conference and Convention in Columbus, Ohio July 4th through July 12th. The Hyatt Regency Hotel, 350 North High Street will be our location.

Start planning now to explore Columbus with ACB in 2013. The conference and convention will be packed with workshops, seminars, programs, technology, tours and fun: BE THERE!

The first tour will be on Thursday, July 4. ACB general sessions will begin on July 6th. The ACB banquet will be on Thursday, July 11th, with the last tour on Friday, July 12th.

RSVA will begin with hospitality on Friday night, July 5th, and then the Board of Directors meeting will be on Saturday morning, July 6th, from 10 am to noon.

Saturday afternoon, July 6th starting at 1:30 p.m., Dan Sippl, RSVA President (WI) will give the official “*Welcome: to participants*” followed by roll call. The first afternoon panel is “*What’s happening in the Ohio Business Enterprise Program?*” presented by Business Enterprise Program staff. So far, Tonia Koo from Cincinnati, OH has agreed to attend.

The next panel, “Highlights from Ohio vendors”, will be moderated by Richard Bird, Vendor (OH). The “Latest in SSA and Medicare” will be presented by an SSA representative. Ron Eller, RSVA Legislative Chair (NC) and Ken Jessup RSVA (VA), RSVA Legislative Committee Member will discuss “The Importance of Advocacy”. “Marketing your business” will be presented by Ron Milliman, retired Professor Western Kentucky University (KY). Ardis Bazyn, RSVA Secretary, will present the first reading of the 2013 RSVA Resolutions/Constitution and Bylaws. The nominating committee will follow the programming.

On Saturday night after the ACB opening session, RSVA will hold its open hospitality function with the Independent Visually Impaired Entrepreneurs. On Sunday, we will hold our annual awards luncheon where we hope to hear the newly appointed RSA Commissioner speak. The presentation of awards will be followed by the RSVA business meeting. On Sunday evening, RSVA will hold its auction and karaoke night.

RSVA has slotted time on Monday, July 8 from noon to 2 pm for an excursion hosted by Shop24. They are providing a hands-on demo of the Shop24 system at their warehouse in Columbus. Please contact Jim Cyrus at j.cyrus@att.net, for more information.

Later, from 2:45 until 5:30 p.m., the ACB Rehabilitation Task Force will have a session on getting rehab to work better with students, seniors, and the R-S program so vendors are encouraged to attend. On Monday evening, RSVA will hold its Annual Casino Night.

Hotel room rates are \$89 plus tax per night (single, double, triple, and quad). Make your reservations by phone by calling 888-421-1442. Rooms come complete with refrigerators. Reserve your room online; visit www.acb.org, follow the 2013 conference and convention link, and choose the direct link to the Hyatt for online reservations. Mention that you are with ACB in order to receive the conference rate.

Watch the RSVA website for more updates on the RSVA conference segments, and for more information on ACB events and programs, check www.acb.org.

* * * *

Did you know www.rsva.biz can provide:

Summer convention details?

Sponsor/exhibitor contract information?

Previous copies of The Vendorscope?

Copies of the Randolph-Sheppard Act and Kennelly Amendment for Rest Areas?

ATTENTION:
SEEKING AWARDS NOMINATIONS

By: Eddie Turner, Awards Chair

Do you appreciate RSVA members who work hard to preserve the Randolph-Sheppard Program and advocate for blind vendors in general? Show appreciation by sending in your nominations.

The three awards presented by RSVA at our annual convention are: "The Jennings Randolph Service Award" (This award is presented to someone outside of the Randolph-Sheppard Program who has given his or her time and energy to RSVA and for his or her service to blind vendors, but is not an active vendor.), "Vendor of the Year Award"(This Award is presented to a RSVA member who has been an active member for at least five years and has given his or her time and energy to RSVA and for service to blind vendors.)

"The Don Cameron Advocacy Award" (Nominee must have been a blind vendor for at least twenty years, and must have been seeking to improve the goals of RSVA, as well as promoting blind awareness in their community, state, and nation.)

Please email or call RSVA Awards Chairman, Eddie Turner, by email at ETurnerServices@aol.com or phone: 601-624-4443. Email a copy of your nomination letter to RSVA at randolphsheppardvendorsofamerica@randolph-sheppard.org.

ADVOCACY WORKS

By: Dan Sippl, RSVA President

The following legislative action highlights how important advocacy is and shows how RSVA members and ACB can bring about positive changes.

It is with great pleasure that I write this fantastic news about the Budget Bill here in Wisconsin. Originally, in the budget bill, all properties, including rest areas, under the jurisdiction of the Wisconsin Department of Transportation would have been allowed to be commercialized.

On Wednesday morning, April 24, we were informed that the Governor, in an unprecedented move, through the Secretary of Administration, had requested the Joint Finance Committee to withdraw the language that could have effectively commercialized the Highway Rest Areas, thereby putting many blind vendors out of work and on the unemployment rolls.

I would like to thank all of you for all of your super support, moral and otherwise, as we educated the administration and Legislators on the potential negative impact on the Blindness Community.

Also, I would like you to join me in giving Gary Goyke a special *thanks* for his wisdom and foresight to spot this in the budget bill. The budget is 1400 pages long and this provision has no fiscal note attached to it, and therefore easily overlooked by legislators who are rightfully focused on spending items.

Please join me in recognizing Rhonda Staats, President of the Wisconsin Council of the Blind and Visually Impaired, for her and the Councils Legislative Committee and my fellow Board Members on the Council for so readily grasping the severity of the situation and establishing the most proficient education effort that I have ever witnessed in such a short period of time.

Also, I would like to publically thank the Governor, his staff and all of the Joint Finance Committee for correcting this inadvertent tremendous oversight.

So, THANKS all of you, my fellow Legislative Committee Members and Board of Directors of the Wisconsin Council of the Blind and Visually Impaired for getting the right word out there in such a proficient manner. Without all of us pulling together in such a massive education effort, there could have been a serious domino effect across the country.

We here in Wisconsin were very active in our State's budget bill because of the possible commercialization of the state highway rest areas.

An email memo was brought to my attention where others are claiming full responsibility for having the language rescinded. Those that were heavily involved are quite concerned as there was little, if any, participation at the hearings or otherwise from any other organizations besides RSVA, WCBVI, and ACB.

Credit needs to be given when and where appropriate and definitely not for the sake of glad handing or personal agendas.

NCSAB SPRING 2013

By: Ron Eller, 1st Vice President and Legislative Chair

Catriona McDonald with Linchpin Strategies and contractor to National Council of State Agencies for the Blind (NCSAB) reported on the continuing problems with military dining contracts. Ms. McDonald stated the Randolph-Sheppard Program has lost several military contracts, and several contracts that are up for renewal are in litigation.

A base in Virginia, Dam Neck Naval Training Center, was to be awarded to Goodwill Industries of South Carolina. However, due to pressure applied by the State Licensing Agent (SLA) and the State Attorney General, the contract was pulled and will be re-advertised as an Open Bid. There is no guarantee it will be a Randolph-Sheppard contract.

Ms McDonald announced that Shawn Whalen will be leaving his position at Linchpin Strategies to return to Law school. An announcement was made stating Dr. Michael Jones Co-chair of the R-S Committee had resigned his position in Oklahoma and therefore was no longer a member of NCSAB. The previous Co-chair, Mr. Ray Hopkins, assumed full Chairmanship of the R-S Committee.

Mr. Hopkins introduced the panel: Mr. Dan Frye (RSA), Mr. Terry Smith (NFBEI), and Mr. Ken Jessup (RSVA). Mr. Frye mentioned he would be attending BLAST and he had attended SAGEBRUSH. He also mentioned how important both training conferences were to both R-S vendors and SLA staff. He spoke briefly about the RSA 15 report, the newest version to be released shortly.

The only statistic he commented on was the national average income which is believed to be \$56,000 per year. I have heard the same statement for years. Yes, we are losing locations but operator income continues to increase.

Mr. Hopkins then introduced Ken Jessup who was speaking for RSVA. Ray poked Ken with a few friendly comments about their working relationship in VA. Ken did a superb job. He was to the point, staying focused on promoting RSVA and explaining what RSVA is about.

Ken talked about Sagebrush and what we had to offer at our training conference. Ken invited everyone to attend Sagebrush next year. He explained that if fellow vendors needed help with issues, there were no conditions a vendor had to meet, such as affiliation or financial contributions. RSVA would try to assist any and all operators.

Terry Smith was the final speaker and he spoke at length about all the wonderful things NFBEI was doing. He talked about his negotiations with Ability One via monthly conference calls. He also talked briefly about his problems with Dan Frye and RSA and how he thought the RSA 15 report was worthless.

Terry stated data collected may be incorrect and misleading. He expressed concern that the RSA 15 forms had not been updated in years to reflect changes in the R-S program. At the breakout R-S committee session, we mostly discussed issues raised on the panel in the general session.

* * * *

LEGISLATIVE COMMITTEE REPORT

By: Ken Jessup, Legislative Committee Member

The Randolph-Sheppard Vendors of America (RSVA) had a successful Spring visit to “The Hill”. Ron Eller, RSVA 1st. Vice-President and Chair of the Legislation Committee along with Ken Jessup, RSVA Board member and member of the Legislative Committee, spent a day at the U.S. Senate as well as a day at the U.S. House of Representatives.

The trip started with a “Tennessee Tuesday” breakfast reception sponsored by Senators Lamar Alexander and Bob Corker, both representing Tennessee in the Senate. This event was important to RSVA on a number of levels; a number of Tennessee mayors now know about the program. Contacts were made with other key staff members as well.

Ron & Ken had a picture taken with the Senators and a lot of good will was gleaned by attending the event. More importantly, if or when power in the Senate shifts to the Republicans, Alexander becomes Majority Leader of the HELP Committee.

Meetings continued at the Senate with Senior Staff from the Offices of Senators Burr (NC), Warner (VA) and Baldwin (WI) as they learned about RSVA. The day ended with an hour long meeting with Senator Alexander’s Staff assigned to the Health, Education, Labor, & Pensions (HELP) Committee.

The House of Representatives provided many meetings that lasted between 15 & 30 minutes due to previously established relationships.

Representatives Foxx, McHenry, Hudson & Pittenger all from N.C. as well as Wittman & Rigell of VA have staff members with in depth knowledge of the Randolph-Sheppard Program.

The RSVA Legislative Committee is looking to establish working relations with members of particular committees in both the Senate and House.

On the national level of law making, many of the issues we are seeking must first be introduced and passed by respective committees before reaching the HELP Committee. The process takes a while and with each step elected officials are becoming more and more aware of RSVA.

* * * *

RSVA SUGGESTED CONSTITUTION AMENDMENTS

By: Ardis Bazyn, RSVA Constitution Committee Chair

The following are recommendations for changes in the RSVA Constitution. If you have questions, please call 818-238-9321 or email: abazyn@bazyncommunications.com.

The first three changes requested are in ARTICLE VI – BOARD OF DIRECTORS, Section 2. NUMBER AND ELECTION. The current language reads: “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.”

The three changes are: changing the number of directors, adding qualifications for two of the directors, and deleting the position of immediate past president on the board. The new language would read: “A. The Board of Directors shall consist of fourteen (14) members-the five (5) elected officers and the nine (9) elected directors (one (1) of which must be a current RSVA affiliate President and another which must be a current member either from a RSVA affiliate or an at-large RSVA member).”

The next requested change is in ARTICLE VI – BOARD OF DIRECTORS, Section 2. NUMBER AND ELECTION. The current language reads: “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.”

Two changes are requested for this section: taking out the line which says eight directors will be elected at the annual convention since it conflicts with the following statement about electing some in odd numbered years and some in even numbered years.

The second change is adding one more board position to be voted on in odd numbered years. The new language would read:

“C. There shall be nine (9) directors, four directors shall be elected at the annual convention in even numbered years and five 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.”

The next change is in “ARTICLE VI – BOARD OF DIRECTORS, Section 5. REMOVAL-OFFICERS-DIRECTORS-MEMBERS.” The change is to have the word members deleted from the title of this section since this section is related to membership on the board. The new title for Section 5 would be “REMOVAL-OFFICERS OR DIRECTORS.”

The next changes requested are in ARTICLE VI – BOARD OF DIRECTORS, Section 5. B. The current wording is: “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.

The changes are to make it clear that these relate to board members only and clarify how any determination is made. The new language is: “ARTICLE VI – BOARD OF DIRECTORS, Section 5. B. Continued membership on the board of directors shall be denied for, but not limited to, any of the following:

1. Non-payment of dues unless granted an extension and/or a waiver by a two-thirds (2/3) vote of the Board of Directors after the board member has submitted to the Board a request and or supporting evidence.
2. The commission of any act that reflects negatively on the reputation of RSVA as determined by a two-thirds (2/3) vote of the Board of Directors.
3. The commission and conviction of a felony after becoming a member of RSVA as determined by public records.
4. Failure to carry out the expected duties, responsibilities, and or assignments of a director or elected office which they have accepted and failed to perform as evidenced by facts substantiating the actions or inactions of the board member and a two-thirds (2/3) vote of the Board of Directors.”

Resolution Submissions.

All suggested RSVA Resolutions should be sent to Ardis Bazyn at abazyn@bazyncommunications.com.

If you have questions, please contact Ardis Bazyn. Resolutions should be received before the convention if possible.

* * * *

CALIFORNIA VENDORS AGAIN FACING HEALTHY VENDING / FOOD SERVICE LEGISLATION

By: Roy Harmon, RSVA Board Member

California R-S vendors are again facing proposed legislation, AB 459, which attempts to force California state workers to purchase 100% healthy food, snacks and beverages by 2017. This proposed legislation “to remove junk food and sugar-loaded drinks from vending machines on government property is intensifying debate about when the battle against obesity becomes a gateway to “nanny state” tactics”.

One of the arguments from backers of AB 459 is that California shouldn't condone the sale of fatty snacks and sodas in the workplace when taxpayers are already shelling out vast amounts to cover healthcare costs of overweight government employees. According to the L.A. Times, many liken the bill to New York City Mayor Bloomberg's ban on large, sugary drinks.

There, the court struck down that legislation stating legislators shouldn't meddle in consumer food and beverage choices. Although BEP vendors in California are presently required to offer 35% healthy items (which was negotiated with similar legislation back in 2007), the new Bill proposes 50% by 2015, 75% by 2016, and 100% by 2017. Included is a requirement that all beverages be within 100% of the guidelines by 2016.

For cafeterias and snack bars, etc., there are requirements of no entrée over 500 calories or snack items over 200 calories, etc., etc., etc. The regulations ban Dorito Chips and Coca-Cola. Permitted products include water, milk with 2% fat or less, 100% fruit juice, and no snack items with more than 230 mg. of sodium per serving.

According to the Bill's author, Assemblywoman Mitchell, vendors are "profiteers". She stated in an email, "Everyone remains free to purchase off-site and bring on-site whatever they want to consume, but the state will stop profiteer venues to sell unhealthy items to its workforce." As a vendor who fought the battle back in 2006-7, (negotiated 35%), and again two years ago for a proposed 50% (which lost in Senate Appropriations with help from our friends in the California Council of the Blind, RSVA, the CAVC, and NAMA), I can unequivocally state this Bill will not go down easily.

This bill is going to affect the livelihoods of all BEP vendors in California, and I suspect, R-S vendors throughout the nation as these proposals seem to be shared with legislators.

One of the largest arguments for proponents is that nearly one quarter state workers have chronic conditions such as obesity or congestive heart failure. The state of California states that a 1% reduction in chronic conditions could save the agencies 3.6 million a year. Of course, this bill is supported by the American Cancer Society, American Heart Association, etc.

Again, mandates such as these bills are not the answer to State employee chronic conditions such as obesity and heart disease. It is more important to **educate** our citizens who have the ability to make positive choices for their health, if educated.

BEP vendors are having to organize and fight this entire legislative process. Most vendors already offer more than 50% healthy items, which is very easy to do, but I bet most legislators and staff have not even bothered to check out our BEP facilities.

We continually invite legislators to our BEP sites to try our selections and witness our efforts to provide healthy items to State employees and the general public. Problems in this legislation that are not addressed are that most of the BEP facilities also serve the public, such as rest areas, prisons, courthouses, etc. When the public has State “business” they visit State buildings.

Does the public have a right to freedom of choice for snacks and beverages purchased in facilities they have paid taxes to build? In fact, this issue is very important for vendors serving the public. Should vendor livelihoods be affected by this “nanny state” legislation? The Bill alludes to USHHS and USDGS guidelines for vending and food services, but then creates its own restrictions.

As a vendor for 30 plus years, I have always prided myself in offering positive healthy choices to my customers, and I know most BEP vendors in our state also offer the best items available for their consumers. The Bill will be moving to the Senate side of our legislative house soon and California vendors will be pushing forward for a positive outcome. We are looking forward to working with the California Council of the Blind, NAMA, the California Automatic Vendors Council (CAVC), RSVC, and RSVA but we do know it is going to be a very difficult battle. We will keep you posted!

SAGEBRUSH BUSINESS PLAN PRESENTATION SYNOPSIS

Compiled by: Ardis Bazyn, RSVVA Publications Chair

On Thursday during Sagebrush, we enjoyed listening to Rich Newman (NV), a SCORE Mentor, on the topic "*How to Structure Business Plans Effectively*". Rich spent over fifty years in advertising, marketing, public relations and television producing.

Semi-retired, he started a completely new business two years ago publishing tourist and souvenir coloring books including the original *Las Vegas Coloring Book*, a *Kids Guide to Las Vegas*, and the official Indianapolis 500 Coloring Book.

He explained that writing a business plan is basically selling oneself to the reader. The first section is the executive summary which covers the basics; the business name, what the business does, who manages the business, when the business started, where the business is located, and how the business will be conducted in the future. This section will also say why the business is unique, how many employees work for the business, and gives an overview of the business.

He stated the next section would cover what products and services are developed and/or sold, explaining basic qualities of the products and services. A marketing plan needs to be written starting with a marketing strategy. This includes the target market and ways best to reach them.

He stated it's important to have an honest financial plan including costs, rent, phone expenses, licensing, cost of entity, salary expenses, and pr or marketing expense.

He said a financial plan needs to include financing, the customer base and how much would be earned from each customer, and whether a line of credit is needed. The appendix should show the facts backing up the financial aspects. He said research should show how much in gross sales could be made and how you can "take a piece of the pie".

Rich then gave 34 reasons businesses fail:

- Most business owners don't have 6 months of living expenses saved.
- They don't give each employee responsibility for the job given and micromanage.
- They practice absentee ownership- not checking-up.
- Taking off too much time.
- The business gives poor customer service.
- Inadequate marketing causes failure—need direct marketing, brochures, and social media marketing.
- Business fail when not knowing the target market.
- Don't believe the saying "if you sell one, you can sell many or if you can't sell to one you can't sell any."
- Bad morale can be cancer. Employees need positive reinforcement.

- Businesses need to be careful and diligent about handling money.
- Having the wrong location can make the difference. Good research is necessary, check franchises- how many are there!
- It can be bad timing--finding key employees, giving close scrutiny.
- Bad management techniques lead to failure.
- Stressed the value of reading and ongoing education. No one ever knows it all. New trends affect your business.
- Inexperience often leads to failure. The manager is not ready yet.
- Encouragement leads to success. Employees appreciate recognition. He stated the "cream rises to the top".
- Solid records necessary, this keeps business moving forward.
- If no hiring practices are standard, businesses will have problems with new employees.
- If hiring relatives, the same rules should apply.
- If you don't understand competition, failure is likely.
- Businesses are more successful if they have competition and offer better products at the right prices.
- Keeping your dream alive is the key to success.

- Poor communication hurts business as well. He said owners should learn how to tell employees about their issues.
- Poor inventory control also causes problems. Learning how to keep the right amount on hand to sell it on time is very important.
- Legal issues can destroy a business. Do not tolerate sexual harassment.
- Be aware of actions that could cause potential lawsuits.
- A poor business plan can lead to failure- updating it each year good for business.
- Providing ongoing training for your employees is necessary for success.
- You should share what you know with your employees.
- Don't mess around with your employees.
- Cleanliness is required in a successful food service.

* * * *



DON'T FORGET!

Join in the RSVA fun in Columbus, Ohio this July at the ACB/RSVA annual Summer Convention

For Registration details go to www.rsva.biz

RANDOLPH-SHEPPARD VENDORS OF MINNESOTA AND WISCONSIN ATTEND THE 34TH ANNUAL LIEBERMAN COMPANIES VENDING FOOD SHOW

Press Release By: The Lieberman Companies

The 34th Annual Lieberman Companies Vending Food and Equipment Show occurred on May 3, 2013 at Lieberman Companies' office in Bloomington, MN. Twenty-three manufacturers and suppliers exhibited the latest vending equipment, snack items, and beverage offerings. An informational seminar on cashless



payment systems was conducted by Crane Streamware's, Laurin Miller. An Apple iPad Mini, Durabuilt tool kit, a Sony digital camera, vendor gift cards, and more were given away as door prizes to attendees. Lieberman Companies also hosted a special breakfast meeting prior to the show at the nearby Holiday Inn.

Dave Bender, Dave Severin, and Laurin Miller of Crane, Jeff Beyer of AMS, and Steve Meyer of Vendo provided training for the Minnesota and Wisconsin blind vendors. "It was remarkably well orchestrated. They packed so much information into such a short period of time," said Dan Sippl, President of Randolph-Sheppard Vendors of America. Approximately 50 vendors from Minnesota and Wisconsin learned about new technology and software for vending equipment to improve customer service in the ever-changing industry.

PROFILE ON ROY HARMON

By Marie Keane, RSVA Board Member

One of RSVA's newest Board members is Roy Harmon. He was elected to the Board in 2012. In 2010, he was awarded the Don Cameron Advocacy Award, and in 2009, he received the Vendor of the Year Award. For over 25 years, Roy served on the California state vendor committee, and he had served as Chair as well.

Roy was born in St. Louis, Missouri, and resided there until attending college on the central coast of California. At age ten months due to an accident, he had lost his sight in one eye and partial sight in the other. Roy's education and rearing was "mainstreamed" by his parents and educators, and most people in his life did not know he was visually impaired.

At that time, he was taught that it can be embarrassing to have a disability; so he never discussed his disability with family or friends. Even siblings in his family never realized his visual impairment until after they turned fifty years old. It was only after watching a movie, based on a book about visually impaired mainstreaming in that era where this disability was considered "embarrassing", that the realization of others growing up like him became a reality. He often wonders how other visually impaired in that time struggled quietly without blindness training.

While attending the California Polytechnic University, he earned his B.S. degree. He then studied at San Jose State University receiving his graduate degree. While attending San Jose University, he acquired a life-time teaching credential.

To defray some of his expenses, Roy worked at a Business Enterprise Program (BEP) facility in the San Francisco Bay Area. While working at the BEP facilities during those summers, he realized he totally loved and enjoyed the business world. Two years after graduating, he decided to join the BEP world. Once in the program, he was finally trained as a visually impaired student. Up to this time in his life, there was no personal management or mobility training.

It took Roy a very long time before becoming comfortable using the white cane. After receiving this type of training, he realized it had changed his life. An advantage to using the cane is that people are more willing to be helpful.

After joining the BEP program, he taught the training program for a year before moving on to operating several locations. Roy operated the largest California facility in the early 1990's. It was a large general mail facility in San Francisco, employing ten thousand USPS employees each day. This facility was open for 24 hours and included a large cafeteria, as well as 45 vending machines in the satellite areas. What a great experience until the USPS decided to downsize.

He then moved on to the first vending route for the California BEP, which covered a large county in Southern California. This route included 205 machines, along with a 24 hour serviced hospital, a 911 Call Center, a Sheriff's department, etc. The amount of machines has increased for the present vendor.

At the same time, Roy was involved in a pilot project developing the state prison facilities for the BEP. He remained at this location for 3 years.

His next location was in San Diego where he remained for seventeen years at a busy Roadside Rest Area.

His present location is in Monterey County. This location consists of 2 prisons within one-half mile of each other where he is operating both the vending and snack bars. What is most unique about this location is a mobile food court. This is a concession trailer that is self-contained. While the customers are enjoying the California sunshine, they receive their orders through a window. They also deliver to the officers who cannot leave their posts inside the prison fences, utilizing golf carts to easily maneuver the sally ports (inspection facilities for entrance inside the fences).

In Roy's personal time, he likes to travel and write. Vendors have mentioned that they miss his "On the Road" series for the Vendorscope. These were articles about his review of travels to vendor facilities across the United States. He is planning on reviewing some this summer, so he can revisit his article writing. He loves his St. Louis Cardinals and, if asked, would go to any baseball game at any time!

For years, he has remained on two RSVA committees: as Chair of RSVA's Roadside Rest Area and active with the RSVA legislative committee. He attends all the ACB legislative seminars which he enjoys, as well as visiting his local legislators. Locally, they must keep vigilant because every few years they want to commercialize or close some of the roadside rest areas.

His family consists of Roy and his lovely wife Hazel and two beautiful grown children.

They now live in Northern California and part time in Southern California where he would like to retire. Once retired, he would like to spend his free time learning more about new technology that pops up each day in the accessible computer world.

* * * *

SHOP24 OPPORTUNITY

By: James Cyrus

Shop24 is the world's first fully-automated convenience store.

Shop24 is the market-leading, self-contained, totally automated and refrigerated convenience store designed to enable 24/7 accessible consumer purchasing. Our stores are fast, accurate, easy to use, and stand alone in the diversity of products offered through automated retail.

Shop24 Store Specifications

Shop24 stores are powered by patented technology that enables remote access to the store allowing the operator to handle business operations such as dynamic pricing, promotions, real-time inventory management, as well as the capture and measurement of key retail business metrics, from the comfort of your office. Shop24 meets all United States federal and state regulations, requirements and standards for retail operation and is ADA Compliant.

Specifications

- Remote access at all times: alerts, notifications, and video surveillance.

- 220V single phase dedicated power outlet .
- Refrigerated to 35 degrees Fahrenheit.
- Width: 13.31 feet; depth: 9.95 feet; height: 8.83 feet.
- Square feet = 136.49.
- 7 video cameras for security and to monitor operations.
- Well lit providing a safe and secure environment at night

Key Features

1. Great brand extension platform.
2. Up to 200 different products.
3. Products range from 1oz to 10lbs; up to 13 inches in height and width.
4. Web based on-line management in real time: Run reports, check inventory.
5. Accepts cash, credit and debit, and custom card programs.
6. There is no other store like it in the United States.
7. Shop24 is open 24 hours per day, 7 days per week.
8. Cold storage space within the store.

In great locations we will provide the store free of charge, maintain the technology and monitor the store 24/7. Approximately 85% of any issue with the store can be handled by our team remotely from our offices in Ohio. We seek vending solutions providers in the RSVA who can partner with us in the fulfillment of the store, thus providing a turnkey solution for our client locations. High volume rest stops, transportation locations, and college campuses are ideal locations for a Shop24, indoors as well as outdoors.

We will be hosting a hands-on demo of the Shop24 at our warehouse in July, during the ACB/RSVA conference in Columbus. RSVA has slotted time on Monday, July 8 from noon until 2 p.m. for this excursion. For more information, please contact me, Jim Cyrus at j.cyrus@att.net.

* * * *

ACB HELPS IN UNDERCOVER INVESTIGATION

PRESS RELEASE: WUSA9

The following investigation used ACB Executive Director, Melanie Brunson and Governmental Affairs Director, Eric Bridges, in a very important operation regarding blind passengers in Washington, D.C., recently. Does this happen in your community as well?

WASHINGTON (WUSA9) -- An undercover WUSA9 investigation documents taxis stranding disabled passengers on the curbs of D.C. streets.

For our tests, we used volunteers who say they face taxi discrimination themselves when accompanied by service dogs or using a wheelchair. The entire WUSA9 investigation is caught on camera.

Of 42 cabs tested, using passengers with wheelchairs or guide dogs, 20 cabs - or 48% - either drove right past the passenger with a disability in favor of another fare, took them to the wrong location without warning, or charged an illegal extra fee.

That's nearly twice as many underserved passengers as another undercover WUSA9 investigation, which showed

25% of Washington cabbies passing black passengers, in favor of white passengers, 100 feet down the street.

In one case, while we were leaning inside a taxi asking him why he'd refused service to a blind woman with a service dog, he peeled off - forcing our undercover reporter out - driving away with the door still open.

One woman was dropped off hundreds of feet away from the Constitution Avenue entrance to the National Gallery of Art she had requested without warning.

"You're right in front of the entrance," Melanie Brunson recounted the cabbies words. "I specifically said Constitution, and he said yes."

Upon asking tourists to tell her where she was, she learned she was at the right building but on the wrong street and a block away from the address she requested, where our undercover operation was staged. Another cab added a \$1.50 extra charge to the blind woman's tab while only disclosing the full fare due.

DC Taxi officials say charging extra fees for guide dogs or wheelchairs is illegal.

Brunson, who was one of three undercover passengers during our test, is executive director for the American Council of the Blind.

A different cab dropped off American Council of the Blind advocate Eric Bridges at the wrong building on the wrong street.

"It happens probably a few times a month," Bridges said about drop-offs at wrong locations. "DC and the cab system

here is a bit like the Wild West - it's a challenge that we're going to continue to face."

One cab company defended refusing service to our undercover wheelchair passenger, saying the wheelchair wouldn't fit in the trunk their full-size sedans.

Despite that claim, much smaller compact cabs did pick up the passenger and fold his wheelchair in the trunk.

DC Taxi Commission officials say cabs are required to either pick the passenger up themselves, or notify dispatch to send a specially equipped van.

When confronted, nearly every cabby that passed the highly visible disabled passengers claimed he did not see the disabled passengers.

On camera, one cab is shown stopped by traffic right in front of Bridges while he was hailing a cab.

The cab picked up speed as soon as traffic cleared and offered a ride a hundred feet down the street to the WUSA9 decoy that didn't have a service dog or wheel chair.

"I thought he was going to pick him up," the driver said when confronted, claiming he thought the cab in front of him would pick them man up. "I was waiting for him," he claimed although video shows him a hundred feet away from the stranded passenger with a service dog.

"This is a critical problem and we all need to address it," Don Kahl with the Equal Rights Center said. "It's illegal in a number of ways." Kahl group did a similar test in 2010 showing 60% of passengers using guide dogs received discriminatory service.

When it released the 2010 results, the Equal Rights Center called on enforcement from D.C. government, mandatory training for taxi companies, and compliance monitoring.

The chairman of the DC Taxi Commission says the agency is reliant on passengers to complain and that more than 75% of complaints that go to arbitration result in fines against the driver.

* * * *

WHAT'S NEW?

By: Ardis Bazyn, RSVA Secretary

(To submit items for this column, send e-mail to abazyn@bazyncommunications.com. The appearance of any items in this column does not imply any endorsement by the RSVA Board or the Publications Committee.)

Amazon's Kindle App

Amazon's Kindle app is now accessible with Voiceover. Initial testing suggests remarkable work has been done. Book reading, note creation, highlighting, sharing, and other features are all accessible. Blind and visually impaired people now have some of the world's largest catalogs of books available to them via the Kindle App, Nook, and iBooks. Kindle devices still need to be made accessible.

IOS Success: Making the iPad Accessible, A Guide for Teachers and Parents

This guide was written by Larry L. Lewis and is available in large print edition, Braille, eBraille, Daisy, Ascii, mp3, or Word.

School districts across the country are purchasing and deploying iPads to students across grade levels — even integrating them into **the classroom curriculum**.

Written by a blind user and iPad instructor, This tutorial gives step-by-step instructions for every pertinent accessibility feature the iPad has to offer - including getting acquainted with VoiceOver and Zoom, setting accessibility options, pairing external devices such as keyboards and refreshable braille displays, setting up Apple accounts to buy apps like iBooks, using the Cloud and Dropbox, and much, much more.

The last chapter includes tips from blind students who use their iPads daily and one very committed parent who is mastering iOS technology alongside his blind sons. The book assumes the reader has never used an iPad, and it's written in plain English. Although it is geared to parents and teachers, there is plenty of useful advice for blind users as well.

To order any books, send payment to: NBP, 88 St. Stephen Street, Boston, MA 02115-4302 or call and charge it: toll-free (800) 548-7323 or (617) 266-6160 ext. 520. Order any of our books online www.nbp.org.

Microsoft support desk for Disabled

Microsoft has started a support desk for persons with disabilities. Use this link to find information about this desk:

<http://blogs.msdn.com/b/accessibility/archive/2013/03/06/accessibility-support-frequently-asked-questions.aspx>

Walmart Talking Prescription Containers

Spread the word that Walmart now offers ScripTalk Talking Prescription Containers with prescriptions filled by Walmart to mail order customers across the country and at 33 in-store locations. More details, including how to order by phone from anywhere in the U.S., and a list of in-store locations is available at: <http://lflegal.com/2013/03/walmart-info-2/>. You can also call Walmart toll free at 1-888-227-3403.

Walmart became the first national pharmacy retailer to offer Talking Prescription Containers free of charge to persons with visual impairments. The ScripTalk Talking Prescription program is being offered to customers across the country through Walmart mail order.

To order ScripTalk talking prescription containers for use with prescription medications obtained from Walmart, you must first contact Walmart. For mail order, Walmart has a dedicated toll free phone line for ScripTalk requests. The toll free number is 1-888-227-3403. You may also contact any of the stores directly for information on receiving ScripTalk containers from those stores.

To listen to the talking label provided by Walmart, you will need the reading device from Envision America, the company that makes ScripTalk. The device is called the ScripTalk reader or device and is available free of charge to Walmart pharmacy customers who are blind.

After you have contacted Walmart, you will need to contact Envision America to order your device.

Envision America has a dedicated toll-free line for requests, and for general ScripTalk service & inquiries. The toll-free Envision America number is 1-855-773-2579 (1-855-SPEAK-RX). You only need to order the device once. It will work with any talking prescription label you receive from Walmart.

If you are a Walmart customer with a visual impairment whose store is not yet offering ScripTalk, contact Walmart at 1-888-227-3403 to request that the ScripTalk containers be offered at your store.

Sleep Help

Do you know someone who suffers from constantly changing sleep patterns, keeping them from a “normal” schedule? If so, he or she may have non-24-hour-sleep-wake disorder (Non-24). Non-24 is a debilitating circadian rhythm disorder that affects a majority of the totally blind. Unfortunately, awareness for the disorder, even among the blind community, is low.

The National Sleep Foundation has created a comprehensive resource center (non24.sleepfoundation.org) to help you and your loved ones get the facts on what it's like to have Non-24, including symptoms, diagnosis, and management of the disorder. Visit non24.sleepfoundation.org today.

Find out: what non-24-hour-sleep-wake disorder is, the prevalence of Non-24 among the blind community, which care options are available for blind individuals, and lifestyle changes that can be made to manage the disorder: <http://non24.sleepfoundation.org>.

Safety Tips

When you leave your car in a long-term parking at any event, do not leave the registration/insurance cards in it nor your remote garage door opener.

Using the information on the car's registration in the glove compartment, a thief can drive to your home and rob it, especially if you have a GPS which shows your home address. Thieves can gauge the time you'll be gone by the event lot you are parked in. If you need to have a route to your home, list a nearby convenience store address instead.

In your cell phone contact list, do not list each person's relationships. If your purse or bag with your cell phone and bank cards is stolen, a person could call your spouse and ask for a pin number. If you get a text asking for sensitive information, call them back and speak to them instead of texting back. Also, if they text you to meet them, call back to confirm the location.

techsoup.org

TechSoup is a 501(c)(3) nonprofit with a clear focus, connecting your nonprofit, charity, or public library with technology products and solutions, plus the learning resources you need to make informed decisions about technology. The free learning resources are available to all users.

Once registered and qualified with TechSoup, nonprofits and libraries can access donated and discounted products and services, including high-quality refurbished hardware, and software from partners like Microsoft, Adobe, Cisco, Intuit, and Symantec.

Once registered, you can obtain licensed copies of Quickbooks and Adobe Acrobat Pro XI for nominal administrative fees. If your affiliate is needing to acquire mainstream technology, you should check out www.techsoup.org.

Inspirational Quotes

A list is available for anyone who is interested in receiving regular (usually daily) inspirational quotes, all from a Christian perspective and some from an evangelical Christian perspective. Anyone can join if they are interested in receiving these quotes. To subscribe, send a blank e-mail to wfgh-join@gatewayfortheblind.com

Talking Thermostats

After he retired from Honeywell, Harry Cohen started a company that makes heating/cooling thermostats that talk so people with visual impairments can set them. This wallet-sized talking thermostat allows people to control the temperatures of your house. With just a touch of an up or down arrow, a voice tells the temp selected and whether you are requesting heat or air conditioning. It allows the user to independently control the heating and A/C units in your house.

Cohen started a company named for his grandson, Ezra, and in 2000 he decided to work with a company in New Orleans that manufactures the VIP thermostat in China. Cohen worked with that company to modify the software, enabling it to offer scripted messages at the touch of a button.

He made several other enhancements, including easier-to-use on and off switches, in three models. By 2003, Cohen launched the VIP Series, which looks like any other thermostat and retails for \$199.50. There's an easy-to-read display, an up and down arrow and several buttons for other functions, including "heat" and "cool."

When you push a button, a male voice (not Cohen's) describes the request: "Cool, 73 degrees," for example. Cohen said that reprogramming the software took very little effort. While he could have activated it with voice commands, he chose not to because ambient noises (music, barking dogs and other common household sounds) could inadvertently reset the temperature.

* * * *

REMEMBER...THE VENDORSCOPE IS AVAILABLE IN:

- (1) Large Print Hard Copy*
- (2) Electronic Large Print*
- (3) Electronic Text Version*

**CONTACT THE RSVVA OFFICE
TO OBTAIN YOUR CHOICE!**

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



Year First Joined _____ New Member Renewal
 First Name _____ Last Name _____
 Home Address _____
 City _____ State _____ Zip Code _____
 Phone _____ Fax _____ Email _____

BUSINESS

Business Name _____ Work Address _____
 Work Address _____
 Work City _____ Work State _____ Work Zip Code _____
 Work Phone _____ Cell Phone: _____

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 RSVA.
- Life Member: Free, retired, 5-year member nominated by state affiliate.
- Any member in good standing wishing to become a Life Member for a one-time donation of \$200.00.
- Any member in good standing wishing to become a Life Member in the President's Council for a one-time donation of \$1,000. This member will receive a plaque and receive special recognition at a national convention and in The Vendorscope.
- Corporate Member: Any business or organization wishing to support the goals of RSVA. (Please contact the national office for details.)

(Over)



MEMBER PROFILE



Vendor Spouse Administrator Employee

Other _____

Blind Partial Sighted

THE VENDORSCOPE

Duplicate E-mail Large Print Cassette

BRAILLE FORUM

Large Print Cassette Braille Disk

DONATIONS

Randolph-Sheppard Vendors of America™ \$_____

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

SIGNATURE _____ DATE ____/____/____

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

Send application to:

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