



# UNIQUESource<sup>SM</sup>

## PRODUCTS & SERVICES

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Charese Hill, editor

### UNIQUESOURCE<sup>SM</sup> PRODUCTS & SERVICES WELCOMES KYLE MAYNARD AS THE 2014 NETTIE MANN ACHIEVEMENT AWARDS DINNER GUEST SPEAKER ON JUNE 16, 2014

Kyle Maynard is a motivational speaker, author, entrepreneur and athlete. Despite being born with arms that end at the elbows and legs near the knees, Kyle's wrestled for one of the best teams in the Southeast, set records in weightlifting, fought in mixed martial arts, and most recently became the first man to crawl on his own to the summit of Mount Kilimanjaro, the highest mountain in Africa, which awarded him his second ESPY for the Best Male Athlete with a Disability.

His story has been featured on *The Oprah Winfrey Show*, *Larry King Live*, ESPN's *Sportscenter*, HBO's *Real Sports*, ABC's *20/20* and *Good Morning America*, and as a cover story in *USA Today*. He continues to inspire as the author of his book, *No Excuses* (2005), a *New York Times* best-seller.

#### BIOGRAPHY

Kyle Maynard was born March 24, 1986 with a condition known as congenital amputation. His parents, Scott and Anita, had no idea their firstborn son would be born with a disability, but they made a critical decision early on to drive him to be as independent as possible—beginning what Kyle calls his "pursuit of normalcy." And consequently, with basically two elbows he can type up to 50 words per minute on a normal keyboard, eat and write without any adaptations, drive a vehicle that has little modification, and live on his own in a three-story townhouse in Atlanta, GA.

Kyle's athletic journey began as an 11-year-old that wanted to wrestle and a coach that gave him an opportunity to try. After losing every single match his first year and most of his second, Maynard, with his iron will and parents who wouldn't let him give up on himself, found a way to win 36 varsity

matches his senior year; defeating several state place finishers and state champions during his final season. Maynard also began weight training at the same age, and after a very modest start, he attained the title "GNC's World's Strongest Teen" by bench pressing 23 repetitions of 240 lbs. In February 2009, with leather straps and chains attached to his arms, he successfully lifted 420 lbs.



But Maynard's accomplishments extend far beyond the wrestling mat or weight room. He is the 2004 ESPY Award winner (Best Athlete with a Disability), and a year later was inducted into the National Wrestling Hall of Fame. In 2007, he was elected by the U.S. Jaycees as one of the Top Ten Outstanding Young Americans. In 2008, Maynard received

CONTINUED ON NEXT PAGE

### INSIDE NOTES

President's Corner .....	2-3
Chairman's Corner .....	3-4
News from Our Sales Department.....	4-5

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the Highest Recognition Award of the Secretary of Health and Human Services for his efforts as a life role model, motivational speaker and humanitarian.

Maynard is also certified as a CrossFit instructor and in 2008 he saw one of his most fervent dreams become a reality when he built and opened his first fitness center, No Excuses CrossFit.



In April 2009, Kyle became the first quadruple amputee to step into the cage and compete as an amateur mixed martial arts fighter. Kyle's focus is on grappling and ground fighting—he's currently in his seventh year studying Brazilian Jiu-Jitsu and is now training with Renzo Gracie blackbelt Paul Creighton.

For the past seven years Maynard has traveled to five continents speaking at corporate meetings, grade schools, universities, and programs supporting injured American veterans. He's shared the stage with the world's greatest minds in business, politics, sports and motivation. Whether he's in front of a middle school classroom or thousands in a convention hall, Kyle says his life's deepest passion is helping each audience on their path toward reaching their highest human potential.

In his most recent conquest, Kyle became the first man to ever hike on all fours to reach the roof of Africa—bearcrawling to the 19,340 ft. summit of Mount Kilimanjaro. Joining Kyle were two inspiring veterans, former Marine officer Chris Hadsall and Army staff sergeant Sandra Ambotaite, who battled through incredible adversity of their own to reach the peak. The purpose of their quest—to send a message to the veteran community and kids with disabilities around the world that no obstacle is too great to be overcome.

*HBO Real Sports correspondent, Bernie Goldberg, summed it up best when he said, "Kyle's taken away the right to complain from the rest of us."*

## PRESIDENT'S CORNER WHAT A DIFFERENCE A YEAR MAKES!



Last year at this time I was just getting started with PIBH, now UniqueSource<sup>SM</sup> Products & Services (UniqueSource). The corporate name change alone was and is a big effort and is only one item in a long list of activities and accomplishments by UniqueSource staff, our Members, and the Board of Directors to enhance

our abilities to provide employment opportunities for Pennsylvanian's with disabilities.

The branding effort for UniqueSource is creating more awareness for our organization and Members through a variety of communication methods including press releases, TV news spots, a Comcast Newsmakers segment, good old fashioned networking and selling, and this newsletter. If you are reading this document, don't keep what you read a secret. Share your copy of the publication with a business associate or friend and tell everyone you know that doing business with UniqueSource is good for non-profit organizations in your community and their employees who provide a wide variety of services for Pennsylvanians with disabilities.

We are actively supporting Senate Bill 844, which is a bipartisan bill that provides a State tax credit for a business that buys products or services from a licensed vocational facility and UniqueSource Products & Services. Senator Patrick M. Browne's bill encourages businesses to do the same as the Commonwealth's contract with UniqueSource, buy products manufactured and services delivered by Pennsylvanians with disabilities. Employing Pennsylvanians with disabilities is not a matter of sympathy. It's a matter of common sense, and in this case, dollars and cents. According to the State Use PProgram Association (SUPRA) Economic Benefits Survey, a business tax credit benefit of \$1,250 provides the Commonwealth with an estimated cost savings and revenue generation value of \$2,366 per worker through reduced entitlement need and new tax revenue. Please help UniqueSource and our Members by communicating your support for Senate Bill 844 to your Senator and Representative.

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The upcoming Nettie Mann Achievement Award banquet will be a very special event, as it is every year. The event is moving to the Hershey Lodge and Convention Center to accommodate the growing interest and annual crowd for this spectacular gala. I am looking forward to recognizing a record 34 Nettie Mann Achievement Award winners and to meet and listen to our keynote speaker, Kyle Maynard. If you have never attended our banquet, you are missing an incredible experience.

Finally, I want to express my heartfelt gratitude and thanks for our outgoing Chairman of the Board, Joe Pierangeli. Joe helped me tremendously as I joined the organization and started to learn my way around the company, the Board and the Members. Joe was and is always there for me when I have a question or need guidance based on his tremendous knowledge of past experiences and the culture of the group. I vividly remember asking the selection committee if the Board and the organization were ready for change and Joe quickly responded "yes." He has more than held up

his end of the bargain of supporting me, and the entire UniqueSource Team, to refine existing and introduce new policies, procedures, and programs that are already showing positive results and are setting the course for even more growth for UniqueSource and its Members in the future. Many thanks, Joe, for your contributions and leadership with my first experiences working with the Chairman of the Board of UniqueSource.

As always, please feel free to connect directly with me at [vloose@UniqueSource.com](mailto:vloose@UniqueSource.com) if you have any questions, need any additional information, or would like to find ways that you can make a lasting difference by promoting employment opportunities for individuals with disabilities in Pennsylvania.

## CHAIRMAN'S CORNER



How quickly time flies!

It's hard for me to believe that this July it will be two years since I assumed the role of Chairman of the Board of Directors of UniqueSource<sup>SM</sup> Products & Services, formerly PIBH. When I accepted the nomination as the Chair, I had no idea what challenges we were to face and what opportunities we would have.

Our first challenge was the retirement of Gary Crowell, President and CEO of PIBH, and the subsequent need to find and hire a qualified successor. We formed a search committee, interviewed consultants to work with the committee, and retained a consultant to locate appropriate applicants from across the country. Our committee screened resumes, conducted face-to-face interviews, and required the consultant to cast the net further and wider to attract the best possible candidates. I recall numerous teleconferences with the members of the search committee and many trips to Harrisburg to conduct interviews.

While all this activity was proceeding, I underwent cataract surgery on both eyes. Unable to read, I spent many nights and weekends on the phone with the Search Committee

Chair, discussing nearly every aspect of the search process. The time and effort the Committee devoted to the process resulted in the hiring of Vince Loose as the new President and CEO of PIBH, which would soon become UniqueSource.

I would like to recognize and extend my gratitude to the members of the Search Committee for their time, talents and dedication. The members were: John Connolly, Chairman, Willa Adams, Richard Bosserman, Scott Campbell, Paul Causgrove, Jonathan Fister, Bob Garrett and Jim Gurreri.

With Vince hired as our new President and CEO I thought my work was basically over. I imagined that I would preside over a few meetings, sign a few documents, and attend a few social events. However, I was mistaken.

Vince assumed his role at UniqueSource with energy, vitality, and a very strong drive and commitment to expand and grow UniqueSource, and in so doing create employment opportunities for a greater number of people with disabilities. Board members, leadership, and staff worked together and followed Vince's lead, and in just a short time we realized a long list of goals.

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- We evaluated current staff, made some personnel changes, established staff goals and objectives, and implemented staff performance appraisals.
- We revised and implemented a new process to identify goals and objectives for the President/CEO and adopted a new performance appraisal.
- We developed and implemented a strategic plan, ratified a name change, and worked on branding and a new mission statement.
- We revised and implemented new bylaws, articles of corporation, conflict of interest statement, and membership agreement.
- We revised the Board of Directors' standing committees.
- We planned for and conducted a very successful first annual membership conference.
- We re-established our involvement with SUPRA and implemented training programs.
- We continued the round table discussion and hearty breakfast meetings.
- We retained consultant services for government, legal and public relations.

With this being my last Chairman's Message, I want to extend my heartfelt gratitude to Vince and the team at UniqueSource for their time, hard work and dedication. The activities and accomplishments mentioned above, and others too numerous to include, are a result of their effort. Thanks also to the Members and to the Board of Directors for their help in guiding and shaping the goals and objectives of UniqueSource.

The work and achievements of the past two years prove without doubt that UniqueSource depends on the active participation of its Members. You have shown that the more that Members participate, the stronger UniqueSource will be – and the greater the opportunity will be to increase employment for people with disabilities. It is clear that UniqueSource is worth our time and effort.

I extend my best wishes of success to Vince and the Team at UniqueSource, John Connolly, the incoming Chairman of the Board, the Officers of the Board, the Board of Directors, and the Members of UniqueSource. Thank you for providing me with the honor and privilege of serving as your Chairman of the Board of Directors.

Joseph A. Pierangeli  
Chairman

## NEWS FROM OUR SALES DEPARTMENT

### CRYPTON® SHEETING

We have had an unprecedented and innovative product approved by the Commonwealth. Crypton® Sheeting, fitted and flat sheets—water barrier, stain resistant and EPA approved as a surface that can be sanitized with a disinfectant and sanitizer. Pittsburgh Blind and Vision has worked with UniqueSource to bring this to contract. There is nothing on the market to compare it to.

What does this mean? We can develop a full complementary product line: Scrubs, Chef Wear, Surgical Garments, Carpeting and Table Clothes (the list goes on). Washing and drying strengthens this material! What innovative products can your agency use?

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CN Number: N/A  
 SRM Parent Number: N/A  
 SAP/SRM Contract Number: 4400004306  
 Change Number: 2014-6(Rev)  
 Change Effective Date: 4/25/2014

**COMMONWEALTH OF PENNSYLVANIA DEPARTMENT OF GENERAL SERVICES HARRISBURG**

For: All using Agencies of the Commonwealth  
 Subject: Supplies Manufactured and Services Performed by Persons with Disabilities; UniqueSource Products & Services  
 Contract Period: Beginning May 4, 2009 and Ending February 28, 2024 (Renewed Indefinitely)  
 Program Manager: Betty Goodling-Weimer, Tel. 717-787-7324, Fax 717-783-6241

Add	7210-4830-260	341591	BEDSHEET, FLAT, PERCALE, CRYPTON, WHT, 54X90	42132105	\$18.91 EA
Add	7210-4830-261	341593	BEDSHEET, FLAT, PERCALE, CRYPTON, WHT, 81X108	42132105	\$25.48 EA
Add	7210-4830-262	341589	BEDSHEET, FITTED, PERC, CRYPTON, WHT, 36X78X6	42132105	\$25.26 EA
Add	7210-4830-263	341590	BEDSHEET, FITTED, PERC, CRYPTON, WHT, 39X80X9	42132105	\$27.44 EA
Add	7210-4830-264	341592	BEDSHEET, FLAT, PERCALE, CRYPTON, WHT, 66X108	42132105	\$21.05 EA
Add	7210-4250-012	341588	PILLOW CASE, PERCALE, CRYPTON, WHT, 42X36	52121512	\$ 5.32 EA

**CHANGE SUMMARY**

Effective April 25, 2014, the following changes have been made to the contract:

The “Boxed Lunch/Cold Buffet” section of the Carve-Out List has been revised to reflect the following changes:

- URS (“The Catering Connection”) was deleted from the Carve-Out List because they will no longer be providing boxed lunches and/or cold buffets.
- Quest Catering was added to the Carve-Out List to provide boxed lunches in the following counties: Lebanon, Dauphin, Schuylkill, Lancaster and Berks counties.
- CPARC (“The Sassy Gourmet”) will continue providing boxed lunches and cold buffets in the following counties: Cumberland and Dauphin counties – within a 15-mile radius of Mechanicsburg.

**ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.**



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