



# Notes

Spring 2013 | Volume 23, Issue 5

Charese Hill, editor

## ZOE KOPLOWITZ PIBH Guest Speaker

### Nettie Mann Achievement Award Dinner • June 11, 2013

In a world that values fast, she is perpetually slow. In a world that demands first, she gives new meaning to the word last.

Although she lives with the daily challenges of multiple sclerosis, diabetes and Sjogren's Syndrome, she has successfully completed a total of twenty five marathons, all in last place. Her thirty-five hour, twenty seven minute run has set a world record for the longest marathon in the history of women's running.

Zoe has been featured on numerous TV and radio programs including Saturday Night Live, "The Today Show", the Lifetime Network, CNN, ESPN, and many others. She also holds the distinction of being featured in a Milk Mustache Ad.

Her volunteer work has been recognized by several organizations including the National MS Society, Chase Manhattan Bank, The Achilles Track Club and the Sara Lee Corp. In addition, L'eggs Pantyhose honored Zoe as a "Woman Who Shapes The World" and donated \$50,000 to the Multiple Sclerosis Society on her behalf.



Zoe's marathons have become a metaphor for self-acceptance and personal achievement. Her transformational journey of the spirit has captured the imagination of hundreds of thousands of people all over the world, superseding the boundaries of race, class and economics.

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## PRESIDENT'S MESSAGE



With thanks to the PIBH Board Selection Committee and the PIBH Board of Directors, I am honored to be entrusted with the responsibility to continue the PIBH success story as the new President & CEO. As I have quickly learned, the success of

PIBH is very dependent upon the efforts of our staff, working in collaboration with our Members, to market, sell and deliver quality products and services to our customers, most notably the Commonwealth of Pennsylvania.

The most significant part of the success story, however, is the creation and sustainability of employment opportunities that are fulfilled by individuals with disabilities who deserve an opportunity to work, no differently than anyone else in our communities. The PIBH Members, and the 57 years of active support by the Commonwealth through the acquisition of PIBH products and services, are the real heroes of this story.

Unfortunately, the immeasurable improvements in the quality of life of individuals with a disability are hard to appreciate and understand when we are simply using a product or see the results of a service that is proudly but quietly delivered by these residents of Pennsylvania. I encourage you to read through the real life stories in this **PIBH Notes** to learn about just a few of the individuals whose lives you have touched, or may wish you have touched after you read their stories, simply by choosing to do business with PIBH.

As Chairman Pierangeli shares in the Chairman's Corner of this **PIBH Notes**, we are very active with two primary initiatives to keep the PIBH success story alive and growing:

- A 100 day plan that is essentially a review, by me and the PIBH Executive Staff, of all of the corporate operations of PIBH

- A 75 day Strategic Planning effort by PIBH Staff, our Members, and with input from our customers, that will tactically chart the course for continued and accelerated growth for PIBH for the next three years.

These review and planning activities are meant and designed to force us to ask the difficult questions and to make the tough decisions, as may be needed, to enable and empower PIBH to maintain existing and identify new opportunities to sell more products and services. Through these efforts, our Members will be able to sustain the current and create new job opportunities for individuals with disabilities. You can expect to hear more about our strategic direction and the supporting initiatives in upcoming **PIBH Notes**.

When I accepted the job with PIBH, my family and friends asked me "What is PIBH?". My answer then was pretty basic, reflective of the PIBH acronym, and based on what I had read and learned through the interview process. After two months serving as the President & CEO, I now think of PIBH a bit differently. Today, if someone asks me "What is PIBH?", I respond stating that **PIBH** is a group of dedicated **Professionals** who represent products and services developed by **Individuals with disabilities** that **Bravely** challenge themselves to **Humbly** do what many of us take for granted each day – a job.

Please join me, and my new colleagues and friends at PIBH, to make an ever increasing and lasting difference in the lives of all of the individuals with disabilities in Pennsylvania by offering them what hopefully you appreciate and enjoy in your life today – meaningful employment. Together, we can make a huge difference in our communities and I encourage you to connect directly with me to ask how you can get involved and make a difference by sending me an e-mail at [vloose@pibh.org](mailto:vloose@pibh.org).

Vince Loose  
President/CEO

# THE CHAIRMAN'S CORNER

It is with great pleasure to introduce the new President and CEO of PIBH, Vincent M. Loose. Vince was hired as the new CEO after a four month highly competitive nationwide search. Vince has over 30 years of experience in private industry in selling to the government. His areas of expertise include but are not limited to the following: strategic and business planning, sales and marketing leadership, profitability and cost analysis, proposal development, contract negotiations, and business processes and managing information systems improvements.

Vince began his new position on Monday, February 11th, and has "hit the ground running" ever since. Vince has established a one hundred day plan in which he is conducting a complete analysis on PIBH and is making changes where necessary. Vince has also established a work group to develop the PIBH Strategic Plan. He has met with or spoken with all PIBH staff and conducts regular "All Hands" meetings and conference calls with all staff. Vince is in the process of meeting with key state government officials and key members of the legislature. Finally, Vince is on the road and is touring member agencies, getting familiar with our abilities and capabilities, and developing strategies to assist us in meeting our current and future goals and objectives.

I have had the privilege to know Vince for only a short period of time but what I see is a person who is dedicated and committed to the PIBH Mission. Vince cares about people, the individuals we serve, the PIBH staff, and the representatives of PIBH member agencies. Vince is a goal driven, and an outcome driven executive. He is developing the PIBH Strategic Plan which is the blue print or the road map of where and how PIBH needs to grow and expand over the next few years. Finally, Vince is in the process of developing strategies which will allow us to achieve our goals, the primary goal being increased employment opportunities for individuals with disabilities.

Vince, welcome to PIBH, and we all look forward in working with you and the TEAM to craft and achieve our future together.

Joseph Pierangeli  
Chairman



## Zoe Koplowitz, PIBH Guest Speaker

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In speeches across the country, she shares the true stories and lessons that she has learned in the course of her marathon adventures. Chief among them is the importance of faith, intention and commitment coupled with the dynamic power of humor, friendship and self-acceptance.

Perhaps the greatest lesson of all that Zoe shares in her presentations applies to both every day life as well as the marathon course.

**The race belongs not only to  
the swift and strong -  
but to those who keep on running  
Words To Live By ...**

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# DELORES (DEE) JOHNSON

## *Photo ID License Techs at Large*



Delores (Dee) Johnson is a woman with a past... You probably would not realize this from looking at her. She is a petite, soft-spoken woman that works at the Pittsburgh State Office Building Photo License Center. However, if you happen to be at Rodman Street Baptist Church-you would hear Dee singing, it may be gospel, or jazz or maybe even Broadway show tune. When you hear Dee sing in her smooth silky voice you may wonder if she ever sang professionally. There was a time, back in the late 1940's and early 50's, when you may have seen her singing with her band, the Twiliters, at a local nightclub or on a local television station. Over the years she has been on stage with Richard Pryor, Harvey and the Moonglows, the Skyliners, and George Benson. She sang a duet with Ysaye Barnwell at the Benedum Theatre in Pittsburgh.

Dee grew up in Pittsburgh in a Centre Avenue row house in the Hill District, also known as Little Harlem. At the time the Hill district was an energetic center of African American culture and entertainment. She and her 11 siblings would sit on the front steps of the family home and watch the elegant and stylish women and men making the rounds of the nightspots. That's where she first heard of the likes of Count Basie, Lena Home, and Duke Ellington. Dee loved music and performing. She, her mother, and several sisters would sing on Sunday mornings in her church. She would sing and play in the school talent shows.



Dee and her neighbor, George Benson, would sing and play guitar on the street corners. They always drew a crowd. After graduation Dee and four young men formed the group the Twiliters and started performing locally. They also travelled to Detroit and New York. Dionne Warwick was looking for talent for her new record label, so they auditioned for her and her guitar player, Lee Valentine.

When the Twiliters returned to Pittsburgh they received a call from Lee Valentine. He liked their act but he needed them to move to New York. Dee had to make a decision. Should she move to New York and be a recording star or stay in Pittsburgh where she had the security of a full-time position at the University of Pittsburgh. Three of the members decided to go for it but Dee and one other member decided not to go. "The Twiliters replaced the two of us and the group changed its name to The Persians. They made two recordings and then the group broke up." Looking back she has no regrets. She says "I'm glad I stayed in Pittsburgh."

In 2005 Dee retired from the University of Pittsburgh after more than 47 years of service as a word processing manager and communications support services specialist in University Relations, Graphics, Marketing, and Printing. She has been working for Easter Seals of Western Pennsylvania as a license technician at the Pittsburgh office since July 2008.

Although she gave up the chance to tour with Dionne Warwick she never gave up her singing. She still performs with three different groups and spends many weekday evenings rehearsing. Through the years she has performed with George Benson, Chuck Jackson, and Bill Banks in several local clubs. "I don't like performing in bars," said Dee. "I prefer doing private parties, weddings, concerts. Right now I'm singing mostly gospel."

So if you are ever at the Pittsburgh Driver License center renewing your license know that the gracious soft-spoken woman taking your picture can really belt out a tune.



Established in 1926, Susquehanna Association for the Blind and Vision Impaired offers independence training skills, rehabilitation and employment for people who are blind or vision impaired. SABVI is a non profit organization and a member of National Industries for the Blind.

### SABVI – Background

In April 2011, SABVI acquired a 19,000 sq. ft. food facility from Clemens Family Foundation. This generous donation was a testament to the Clemens belief that SABVI would use the facility to benefit the community.

After an application process, SABVI granted partnership to Nuts About Granola (NAG) and Shiloh Farms for their commitment to incorporate the SABVI Mission into their business plans. Presently, SABVI produces and packages granola products for NAG and packages gluten free products for Shiloh. These products are expected to employ 15 people who are blind or vision impaired. (The national unemployment rate for those who are blind or vision impaired is 70%.)

### Speciality Granola Production

SABVI is ready to take on your private label production and packaging. SABVI has a skilled workforce and a recently renovated facility with modern equipment. Delicious custom-made recipes are available for your private label.

### SABVI - Leola

- Passionate about providing quality food products and preserving SABVI's Mission
- Gluten free certification
- KOF-Kosher certification
- Organic certification capabilities
- SQF 2000 certification in progress
- Flexible packaging solutions
- Food manufacturing: blending, mixing, backing and packaging
- Skilled workforce
- Low minimums
- Customer service oriented
- International trade friendly
- Additional partners wanted

### Core Competencies

SABVI offers numerous services for local and national businesses. SABVI's light manufacturing, assembly and packaging capabilities can provide the service your business requires. The association's food manufacturing facility in Leola is conveniently located to major US Routes and the PA Turnpike.

ISO 9001-2008 certified: quality and on-time deliveries are part of SABVI's daily practice. SABVI offers advantages to your bottom line. SABVI can provide an additional workforce, thereby eliminating increased payroll cost, taxes or benefits to its customers.

SABVI's customers include private sector partners, as well as, federal, state and local government. A proud US Military contractor for the past 30 years, SABVI has proven it mettle and earned a 98.5% delivery rate.





CN Number: N/A

SRM Parent Number: N/A

SAP/SRM Contract Number: 4400004306

Change Number: 2013-3

Change Effective Date: 3/15/2013

**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; PIBH  
**Contract Period:** Beginning May 4, 2009 and Ending February 28, 20204 (Renewed Indefinitely)  
**Program Manager:** Betty Goodling-Weimer, Tel. 717-787-7324, Fax 717-783-6241

**CHANGE SUMMARY:**

Effective March 15, 2013, the following materials have been added to contract:

Type of Change	Supplier Product No	Material Master	Short text description	Product Category	Unit Price	UOM
New material	3750-3900-521	329856	Squeegee Asphalt U 21X3 60IN HNDL	22101605	\$40.79	EA
New material	3750-3900-526	329857	Squeegee Rubber Replacement 21X3	22101605	\$10.84	EA
New material	7930-0200-670	329868	Vehicle Wash,Protectant, LQD,12-32OZ	47131828	\$91.12	CS

**Effective April 1, 2013 pricing for the following plastic liners has been updated in accordance to the applicable quarterly price adjustment clause:**

Type of Change	Supplier Product No	Material Master	Short text description	Product Category	Unit Price	UOM
Price Adjustment	8105-7000-300	317975	LINER,PLASTIC,CLR,16X14 X36,1.6MIL,250/CS	47121701	\$41.96	CS
Price Adjustment	8105-7000-305	317977	LINER,PLASTIC,CLR,16X14 X36,1.6MIL,250/CS	47121701	\$42.28	CS
Price Adjustment	8105-7000-310	317978	LINER,PLASTIC,CLR,16X14 X36,1.6MIL,250/CS	47121701	\$33.45	CS
Price Adjustment	8105-7000-315	317985	LINER,PLASTIC,CLR,16X14 X36,1.6MIL,250/CS	47121701	\$39.67	CS
Price Adjustment	8105-7000-320	317986	LINER,PLASTIC,CLR, 23X20X48,2.2MIL,1 00/CS	47121701	\$44.69	CS
Price Adjustment	8105-7000-325	327740	LINER,PLASTIC,CLR, 16X14X36,0.9MIL,2 00/CS	47121701	\$18.39	CS
Price Adjustment	8105-7000-330	325038	LINER,PLASTIC,CLR, 23X17X46,0.9MIL,1 00/CS	47121701	\$15.67	CS

Type of Change	Supplier Product No	Material Master	Short text description	Product Category	Unit Price	UOM
Price Adjustment	8105-7000-335	327741	LINER,PLASTIC,CLR, 23X17X46,2.0MIL,100/CS	47121701	\$34.80	CS
Price Adjustment	8105-7000-340	325037	LINER,PLASTIC,CLR,23X20X48,3.3MIL,60/CS	47121701	\$34.76	CS

**The following PIBH products, which are available for purchase on the statewide office supplies contract (currently held by Staples), will be deleted from contract upon depletion of inventory at the Staples warehouses:**

Type of Change	Supplier Product No.	Material Master	Short text description
Delete	7530-0215-300	N/A	Report Cover,8-1/2X11,3 Hole Prong Fastener, Blue
Delete	7530-0215-301	N/A	Report Cover,8-1/2X11,3-Hole prong Fastener, Gray
Delete	7530-0215-302	N/A	Report Cover,8-1/2X11,3-Hole prong Fastener, Tan
Delete	7530-0215-302	N/A	Report Cover,11X8.5,Clear front,LT-Blu
Delete	7530-0215-311	N/A	REPORT COVER,11X8.5Clear Front,DK-Blu
Delete	7530-0215-312	N/A	REPORT COVER,11X8.5,Clear Front, Blk
Delete	7530-0215-313	N/A	REPORT COVER,11X8.5,Clear Front, Red
Delete	7530-0215-314	N/A	REPORT COVER,11X8.5,Clear Front, DK-Grn

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



Pennsylvania Industries for the Blind & Handicapped  
1007 North Front Street  
P.O. Box 5865  
Harrisburg, PA 17110-0865

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