

## Easter Seals Central Texas Instills Pride in Employees

**A**dolphus Jackson's life has taken a turn for the better, thanks to Easter Seals Central Texas. Since joining the Easter Seals team this summer, Adolphus has a different outlook on life—one where he is grateful for his second chance at life.

A Vietnam vet and former shrimp boat worker, Adolphus is now part of Easter Seal's lot crew where he is responsible for beautifying lots in the community, including mowing and removing trash.

"My job has helped me gain respect for myself," says Adolphus. "Easter Seals makes you feel welcome and they appreciate what you do. Rather than harping on your past, they focus on your future. They put their trust in you and look at you as an individual who is capable of doing a good job. I feel like I fit into the community now."

Like many of his coworkers, Adolphus takes great pride in his work.

"It's nice to be a part of something good," he says. "It feels great knowing that I contributed to making my community a better, nicer place to be. It's also a great feeling when other people enjoy your work."



*Adolphus Jackson stands tall in front of the Easter Seals truck before heading out to make a difference in his community.*

Not only is he dependable, hardworking and full of wisdom, but Adolphus is also seen as an uplifting force within his crew. A true leader, it's no surprise that his crew members often turn to him for support.

"I like it when they call me dad," says Adolphus. "I'm someone for them to look up to and to keep them motivated. That's a great feeling."

"Adolphus leads wherever he goes—no matter what he does," says Wally Colvin, a field rep for Easter Seals. "That's an incredible quality to have in an employee."

Originally chartered in 1937 as the Texas Society for Crippled Children, Easter Seals Central Texas provides services to children and adults with disabilities. The organization

currently serves more than 3,000 individuals with disabilities in Central Texas so that they and their families can fully participate in their communities.

Since 1986, Easter Seals Central Texas has provided employment opportunities for capable adults with disabilities, like Adolphus, through its Workforce Development Program. With two workforce development facilities in Travis County and one in Hays County, they generally employ more than 400 people with disabilities each year.

*Continued on page 3*

# Spotlight on DPS General Stores

## Providing Office Supplies to Police Officers and DPS Employees with Help from the Works Wonders Program

**A**s the sole supplier of office supplies and uniforms for the Texas Department of Public Safety (DPS), the DPS General Stores has to have a large amount of products on hand to send out to police officers and administrative offices around the state.

For nearly 29 years, the DPS General Stores has counted on TIBH and the *Works Wonders* State Use Program to purchase many of its office supplies.

“We first learned of the program through state contracts,” says Victor Galban, Purchaser III, who has worked with DPS in office supplies for 34 years. “TIBH offers all kinds of products for a good price. They have always showed us savings.”

Approximately one-third of the DPS General Stores' office supplies are purchased through the *Works Wonders* Program. Items purchased include pens, copy paper, color paper, toner cartridges, binders, plaques, diskettes, among others. Paper is by far the DPS' largest purchase, as they typically buy 24 pallets at a time and store them in the warehouse behind the store, located off of Airport Boulevard in Austin.

DPS General Stores purchases items from the TIBH Web site, as well as the TIBH Central Store in Austin. In fact, they are the store's top purchaser.

“I've enjoyed serving DPS General Stores and other DPS personnel for 25 years,” says TIBH Central Store Manager



*Pictured left to right: Victor Galban, Pat Engleman and Jed Dube.*

Rick Lloyd, who first worked with DPS General Stores as a state employee and through TIBH since 2003. “The Central Store works well for DPS since it allows them to obtain *Works Wonders* products that same day. Serving DPS General Stores this length of time has given us unique insight into their needs and we look forward to serving them for another 25 years!”

Product Operation Manager Pat Engleman, who has been with TIBH since 1993, has worked with the DPS General Stores for 14 years.

“In all the years I have worked with Pat, she never pushes a product on us,” says Galban. “She always suggests products that would be something we might need. She is extremely helpful and a pleasure to work with. We've got a great working relationship.”



*DPS purchasing staff pictured in the front (seated) are: Jed Dube and Victor Galban. Pictured in the back row from left to right: Joshua Bullock, Crystal Pina, Seff Hernandez, Karl Leidy, Allan Saagent, Matt Scogin, Wendell Jones.*

# Fred Weber Named TIBH President & CEO

Fred M. Weber, Jr. has been named President and CEO of TIBH effective January 1, 2007. As many of you know, Weber has been with TIBH for 23 years, recently serving as President and COO.

Since starting with TIBH Industries in 1984 as region manager, Weber has lead the company's government affairs, public relations, communications and product quality and control functions, as well as, managed all accounting functions for a \$5 million budget. At the end of fiscal year 2006, sales generated more than \$88 million and provided employment opportunities to more than 7,000 Texans with disabilities.

Weber is currently serving as an ex-officio member of SUPRA, the national association of state use programs.

Continued from page 1

To increase self-sufficiency and improve quality of life for those who choose to participate, the program offers paid job training, which provides compensation while establishing a successful work history; a transitions program, which provides individualized service coordination, psychosocial assessment and work adjustment training; and supported employment, which provides job development, job placement, job coaching and follow along services.

"For many of our clients, this is the first structured job they have had," says Kevin Coleman, president and CEO of Easter Seals Central Texas. "This gives them a track record of employment and an opportunity to get a positive reference should they move on to other opportunities."

For the past 17 years, Easter Seals Central Texas has provided equipment and staff for landscaping, creek and pond maintenance, mowing, janitorial and litter pick-up services for various contracts through TIBH, including the Texas Department of Transportation, City of Austin, Texas Workforce Commission and Texas Parks and Wildlife Department, among others.

"The *Works Wonders* Program is a major part of Easter Seals Central Texas' programs for people with disabilities," says Wayne Eller, vice president of the Workforce Development

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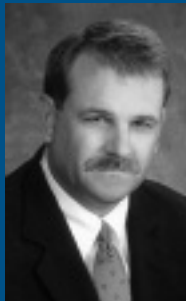
Program at Easter Seals Central Texas. "It provides opportunities for people with disabilities to perform work in the communities they live in, while raising their self esteem."

"Since coming here, I'm at total peace with myself," says Adolphus. "I have a steady job and I've been given a chance to improve myself. There's nothing like working at Easter Seals. Good work. Good people. Independence. What else can you ask for in a job?"

During his initial interview with Easter Seals, Adolphus guaranteed he would be one of their best employees. It's safe to say that he didn't let them down on his promise.

## MESSAGE FROM THE PRESIDENT & CEO

I am pleased to announce that, according to the State Use Programs Association (SUPRA), the Texas *Works Wonders* State Use Program tops the nation in a number of categories during 2006, including:



**7,057** - Number of people with disabilities who were employed

**\$27 million** - Amount of wages earned by people with disabilities

**3.6 million hours** - Number of hours worked by people with disabilities

**4,268** - Number of people with disabilities placed in competitive employment

As President and CEO of TIBH, I am committed to growing these numbers. With the support of our participating CRPs, longtime and new customers and the Texas Council on Purchasing from People with Disabilities, I am confident we will achieve this goal.

I look forward to working with all of you this year.

Best,

Fred. M Weber, Jr.

# After 28 Years of Service, Lyndal Remmert Retires from TIBH Industries



*Pictured from left to right: Fred Weber, Jr., Lyndal Remmert, and TIBH Board Chair David Roche at the November 17 board meeting.*

A special thanks is in order for those Community Rehabilitation Programs, directors, managers and workers, the TIBH board and staff and the Texas Council on Purchasing from People with Disabilities, who took what many skeptics thought was an unrealistic employment program and made it successful. They are proving that many more Texans with disabilities can become vocationally productive than ever thought possible.

This program cannot be successful without our many government customers who purchase our products and services and treat us as a respected supplier for their purchasing needs. We are all extremely grateful for their participation and continuous support.

It has been my privilege to lead and direct TIBH for more than 28 years, but it is now time to open a new chapter in my life. I am pleased to see longtime TIBH leader and recent President and COO Fred M. Weber take the CEO role, as I know that the program run deep within him and through his leadership and the staff's commitment, the program will continue to grow successfully. I will always be grateful to all those who supported the program and helped it to grow to what it is today.

**S**ince October of 1978 it has been a privilege and satisfying experience to see the Texas State Use Works Wonders Program grow from its infancy to a mature, established program providing thousands of job opportunities and \$300 million in wages for Texans with disabilities. Over the last 28 years, we have often been met with doubt, saying that a program like this could never work because it has to satisfy and balance the needs and missions of too many stakeholders. But thankfully, there were plenty of dedicated people to advance the concept of social entrepreneurship where both a social mission (jobs for Texans with disabilities) and a commercial business mission (providing products and services to government customers) could be satisfied with little or no taxpayers' support.

**The Works Wonders Program has grown from its infancy to a mature, established program providing thousands of job opportunities and \$300 million in wages for Texans with disabilities.**

Sincerely,

Lyndal Remmert, Retired

# TIBH 19th Annual Products and Services Expo

**T**IBH had a great turnout for its 19th Annual Products and Services Expo on October 5, 2006. With more than 20 exhibitors participating, attendees had the opportunity to get a firsthand look at various products and services offered through the *Works Wonders* State Use Program. The following CRPs participated: Aldersgate Enrichment Center; Beacon Lighthouse; Camino Real CMHMRC; Citizens Development Center; Dallas Lighthouse for the Blind; Fort Worth Lighthouse for the Blind; Goodwill Industries of Central Texas; Goodwill Industries of Fort Worth; Goodwill Industries of San Antonio; Goodwill Temporary Services of El Paso; Horizon Industries; Janie Clements Industries; PCSI; Peak Performers; Screen Print Enterprise; Texas Association of Public Purchasing; TexSpice; Travis Association for the Blind; VRC Industries; West Texas Lighthouse for the Blind; the Lighthouse of Houston; Goodwill Temporary Services; and Woods Etc.

Texas Correctional Industries and Texas Association of Public Purchasing also had booths at the event.

The day before the Expo, TIBH hosted a Quality Assurance Seminar for directors and management from CRPs, where Dr. Robert Freeman, president and CEO of Practical Perspectives, served as the speaker. Using his 20 years of experience working with CRPs through NISH, Freeman provided practical business solutions to planning and quality assurance for CRP vocation programs so that these organizations can increase business and sales to provide more opportunities for people with disabilities. Nearly 500 people attended the expo.



*Pictured from left to right: Fred M. Weber, Jr., TIBH; Donnie Williams, TIBH Board of Directors; John Luna, Texas Council Chair; Scott Burford, Texas Council member; and Lyndal Remmert, TIBH*



*Guests enjoyed visiting booths that showcased various office supplies and furniture.*



*Pictured from left to right: Rosa Valdez, TIBH; Chano Falcon, Pharr District TXDOT; Yvonne Hernandez, Pharr District TXDOT.*



*Every year, Peak Performers always impresses the crowd with their creative booths.*



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## Save the Date

**For the 20th Annual Products and Services Expo  
October 4 - Embassy Suites, Austin**

### Texas Council and Pricing Subcommittee Meeting Dates

#### Quarterly Open Meeting Dates

March 23, 2007 – 10:00 a.m. in Austin

June 15, 2007 – 10:00 a.m. in Lubbock

September 21, 2007 – 10:00 a.m. Location TBA

December 7, 2007 – 10:00 a.m. Location TBA

#### Pricing Subcommittee Dates

March 9, 2007 – 10:00 a.m. in Austin

June 1, 2007 – 10:00 a.m. in Austin

September 7, 2007 – 10:00 a.m. in Austin

November 16, 2007 – 10:00 a.m. in Austin

**VISIT THE TIBH ONLINE CATALOG AT [www.tibh.org](http://www.tibh.org)**