

# TIBH FOCUS

ON EMPLOYMENT FOR TEXANS WITH BLINDNESS AND OTHER DISABILITIES

TIBH INDUSTRIES NEWSLETTER XXV • JUNE 2011

## Patricia Gutierrez Shines at the Lighthouse of Houston

**L**ike many women, Patricia Gutierrez balances two very important duties—working and being a mother to her 6-year-old daughter. Despite vision impairment, she embraces both roles and, particularly, the freedom they provide.

For the past two years, Gutierrez has worked at the Lighthouse of Houston, a private, nonprofit education and service center dedicated to

helping blind and visually impaired people live independently. On the bar soap packaging line, she operates

*“Patricia came to the Lighthouse and proceeded to make changes that changed the direction of her life. Opportunity and independence are both sides of the same coin.”*

*--Gib DuTerroil, President, Lighthouse of Houston (TIBH Board Chair)*

a machine that can wrap 111 bars of soap per minute. The packaged soaps supply Texas prisons.

“Working has given me independence,” Gutierrez said.

Diagnosed with glaucoma, Gutierrez has struggled with visual issues since

childhood. She possesses only limited vision and some light perception. Visual impairment, however, has not hindered Gutierrez’s ability to live life fully.

“She took to the soap project like it was nothing and asked to run the machines,” Judy Lawrence, Gutierrez’s supervisor and the industrial manager of the Lighthouse of Houston, said. “She is very capable and very willing, and I see her going beyond the Lighthouse, into the community, to work.”

Gutierrez seems to be on her way, moving quickly through the Lighthouse’s Work Adjustment Training Program to full-time employee status. Gutierrez has found not only a work home, but also a personal one. The Lighthouse Living Centers provide affordable housing for the visually impaired or physically disabled who are able to live independently.

“I didn’t live by myself before,” Gutierrez said. “It’s my house. It’s a place my daughter and I can call our own. It feels good.”

From her home, she catches a Metro bus to and from work, and even makes a detour at her daughter’s daycare.

With newfound independence and tangible accomplishments, the Lighthouse also provides Gutierrez and her peers a sense



*Patricia Gutierrez stands proud on the bar soap line at the Lighthouse of Houston.*

of camaraderie—she and a group race in Houston’s annual, city-wide Dragon Boat Festival.

“All of us who work here have one thing in common—we have vision problems,” Gutierrez said. “I know I’m not the only one with a vision problem. We support one another just by being there.”



Jobs for People with Disabilities



# TIBH May 2011 “Mini-Expos”



*Vickie Sanders presents the West Texas Lighthouse’s wide array of products at the TPWD mini-expo.*

**T**IBH co-hosted back-to-back mini-expos on May 4, at the Texas Education Agency’s (TEA) downtown Austin location and May 5, at the Texas Parks and Wildlife Department’s (TPWD) Austin headquarters. Customers from these agencies, as well as the Texas Railroad Commission and the Public Utility Commission of Texas, met with more than 15 community rehabilitation program (CRP) representatives in their efforts to raise State Use Program awareness, understanding and support.

Mini-expos function in several ways—buyers and staff are not only provided the opportunity to put names to faces, but they also have a chance to see and touch new products prior to ordering, as well as learn about expanding services firsthand from CRP representatives.

“It’s good to see the different entities in person,” Alice Lopez, an administrative tech for the TPWD’s infrastructure division, said. “I met Vickie Sanders from the West Texas Lighthouse, which makes our favorite pen. It’s neat to learn who’s making the products and distributing them.”

Roxy Van Loo, TIBH State Sales Manager, shared similar sentiments.

“TIBH enjoys mini-expos with agencies because it gets us in touch with end-users and buyers who we might not deal with on a day-to-day basis,” he said.

New State Use Program purchasers also benefit from these events, particularly as CRPs are given the chance to explain the value in purchasing products or services from people with disabilities.

Kathy Powell, TPWD hunter education, visited the May 5 expo with a new colleague.

“We were very impressed with the wide selection of products available,” she said. “The vendors were more than helpful and very friendly. They took time to explain their products and even showed us the pages they were on in the TIBH catalog.”

“It’s nice to actually meet the people using the products and services, and who appreciate what’s being done through the State Use Program,” Van Loo said. “I want to thank TEA and TPWD for their help in organizing these successful events.”

**“This is the first mini-expo we’ve hosted. It has been very beneficial—it’s great for other purchasers, as they can actually view the products. We’ll definitely host again.”**

**--Erica Tristan, TPWD State Use Coordinator**



*Tereva Clawson, EXPANCO, talks products with TIBH Houston Regional Marketing Manager, Ray Zaman.*

# CRP Training Sessions

**T**IBH continues to expand community rehabilitation program (CRP) training sessions, offering an array of industry speakers and State Use Program-focused seminars. Last fall, Robert Freeman, president of Practical Perspectives, encouraged CRPs to take a business long view, working today with tomorrow in mind. Taking Freeman's lead, TIBH began a series of 2011 spring and summer regional training symposiums to further strengthen CRP communication initiatives and better business practices. Seminar topics explore State Use requirements as established in Rule 189.6, marketing the *WorksWonders* program, state budget cuts and legislative updates. For details on upcoming dates in your area, log on to [www.tibh.org](http://www.tibh.org).

## TIBH IN THE COMMUNITY

### TIBH Industries Supports Pflugerville Falcons Special Olympics



*TIBH sponsored the 2011 Pflugerville Falcons Special Olympics basketball team, supplying the group with new basketballs. After eight weeks of practice and two scrimmages, the group played in a San Marcos tournament, winning a mix of gold, silver and bronze medals in each division represented.*

## Carl Chandler, TIBH Board of Directors Founding Member, Remembered



*Mr. Fred Weber, President/CEO of TIBH, was honored to present Mr. Chandler the Spirit of State Use Award at the 3rd Annual Artie Lee Hinds Award Dinner.*

**T**IBH Industries is saddened to report that Mr. Carl Chandler, founding board member and long-time friend, passed away at his Blanco home on April 13.

Mr. Chandler devoted his life to helping others. His distinguished stints in the U.S. Army as a medic and, later, staff member of the American Red Cross earned him the Medal of Freedom in 1954. After years of service with the Red Cross, he began working for the now consolidated Texas Department of Mental Health and Mental Retardation (TDMHMR). There, Mr. Chandler developed a passion for finding employment opportunities for people with disabilities, and, in subsequent years, pursued this calling as director of VRC Industries. Upon his retirement, Mr. Chandler volunteered for numerous charitable organizations, sitting on several boards, and was active in his church.

Mr. Chandler's personal insight greatly influenced his time as the TIBH board of directors' treasurer and grant reviewer, and he continued spearheading opportunities for many people with disabilities. His board tenure will reflect his vast knowledge, dedication and enthusiasm in providing community rehabilitation programs (CRPs) with technical assistance grants.

"Carl was a good man and a greatly experienced and wise board member," Gib DuTerroil, TIBH board chairman, said.

TIBH was privileged to have presented Mr. Chandler the Spirit of State Use Award at its annual dinner last September. This past February, several former and present TIBH staff members, as well as former board member, Mr. Billy Killion, had the pleasure of attending a Blanco reception given in honor of Mr. Chandler's many years of community service.

Mr. Chandler was a tireless State Use Program advocate, and he will be fondly remembered.

# Jack Gilmore, Texas Department of Insurance, Supports State Use *WorkWonders* Program



*Jack Gilmore loads his shopping cart basket at the Central Store.*

**A**s the Texas Department of Insurance's (TDI) warehouse manager, Jack Gilmore has purchased the organization's office supplies for more than a decade. Though TDI does not require purchasers to buy through State Use, Gilmore acquires nearly all of the products his agency needs by means of the *WorksWonders* Program.

"I purchase every item the Central Store carries," Gilmore laughed.

The State Use Program operates under state law set by the Texas Council on Purchasing from People with Disabilities (TCPPD), in which state agencies and other political subdivisions give purchasing preference to goods and services offered by community rehabilitation programs (CRPs) that employ Texans with disabilities.

"It makes me feel very proud to be part of this," Gilmore said. "I have seen some of these smart, hard-working employees, and the work they perform is incredible. The machines they use, their attention to detail and their attitudes are remarkable."

Gilmore's purchasing efforts are the result of a long-standing relationship between TDI, TIBH and CRPs. Though Gilmore uses the catalog and website to purchase products, he routinely visits TIBH's Central Store.

"We expect to see Jack in the store every Tuesday and Thursday," Marvin Davis, TIBH Central Store manager, said. "We value his opinions and product expertise, and, through his feedback, we've researched and pursued new items for inventory."

"Everyone I have met at TIBH is professional and knowledgeable, and they are willing to help customers with questions or concerns," Gilmore stated. "TIBH carries hard-to-find items, and everything I have ever ordered was shipped to me quicker than any other vendor."

While Gilmore appreciates the program's ease of use, he also recognizes its greater value for people with disabilities.

"My purchases give these Texans a chance that they may not otherwise have had," he said. And, even outside of TDI, Gilmore has purchased State Use items in his role as pastor of a Lexington, Texas church.

"Jack has a heart for people and serving others. He understands the program's mission, and he wants to make a difference," said Davis. "Jack's passion makes him a special customer."

"The products are high quality, yet cost-effective, always readily available and shipped in a timely manner. With the economy in the shape it is, the State Use Program is hands down the best way to purchase products for the State of Texas."

--Jack Gilmore, Warehouse Manager, Texas Department of Insurance



*Gilmore checks out with Marvin Davis, Central Store manager, during one of his weekly trips.*

# Save the Dates

Mark your calendars! TIBH will celebrate its 4th Annual Artie Lee Hinds Award Dinner and 23rd Annual Products and Services Expo on Wednesday, September 28, and Thursday, September 29.

The Artie Lee Hinds Award Dinner, held in honor of TIBH's founder and chairman emeritus, is an evening of great celebration. Event attendees unite and recharge the State Use mission, recognizing vital program participants including purchasers, customers, legislators, the Texas Council on Purchasing



*Coach Gene Stallings delivers the keynote address during the 3rd Annual Artie Lee Hinds Award Dinner.*

from People with Disabilities and, most importantly, our community rehabilitation programs (CRPs) and their hard-working employees and award nominees. This is an event that cannot be missed—come see firsthand how you are affecting lives around Texas!

The Products and Services Expo is an amazing follow-up to the dinner. CRPs display their vast array of goods and detail their service options. Hundreds of purchasers and customers are able to interact directly with organizations and, oftentimes, their employees and award nominees. This is an outstanding chance to discover new products, make viable contacts and see the State Use mission at work. Please plan to attend this important networking opportunity!

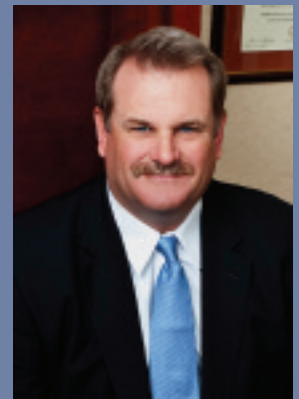
*CRPs, for information on nominating a State Use Program employee, travel arrangements and accommodations or expo inquiries, please contact Callie Combs at [ccombs@tibh.org](mailto:ccombs@tibh.org).*



*Link Cartwright, Jr., Nancy Perkins (President, Dallas Lighthouse) and Gib DuTerroil (President, Lighthouse of Houston) congratulate Eldoris "Dee Dot" Ware on her 2010 Artie Lee Hinds Award win.*

# Message from the President and CEO

From monitoring legislation to expanding our community rehabilitation program (CRP) training opportunities, TIBH has had a busy spring, and we're preparing for a busier summer with upcoming Texas Council meetings, continuing CRP seminars and our annual dinner and expo preparations. We look forward to seeing you all at these events.



TIBH has spent many hours monitoring legislation that might affect the State Use Program. As the session comes to a close, we will keep you informed of any updates that might influence our mission.

Legislation is also one of the topics we have been covering in our CRP information and compliance regional seminars. State Use, requirements set out in Rule 189.6 and marketing the *WorksWonders* program are also on the agenda. If you have not yet attended a training session, please log on to our website for a full listing of seminar dates.

TIBH employees are already planning our 4th Annual Artie Lee Hinds Award Dinner and 23rd Annual Products and Services Expo. The events will take place on Wednesday evening, September 28, and Thursday morning, September 29. Please make plans to attend these unforgettable celebrations, and contact our office for more details.

I also want to acknowledge the passing of a good friend and TIBH founding board member, Mr. Carl Chandler. Mr. Chandler's legacy will reflect his extensive knowledge, wisdom and enthusiasm for the State Use Program. As one of our most dedicated advocates, we were honored to have presented him the Spirit of State Use Award at last year's award dinner. TIBH and everyone who has had the privilege of knowing Mr. Chandler will remember him fondly.

Thanks again for your continued support and commitment.

Best regards,

A stylized, handwritten signature in white ink on a dark blue background.

Fred M. Weber, Jr.



Jobs for People with Disabilities

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# MARK YOUR CALENDAR FOR THESE IMPORTANT DATES IN 2011

- **Pricing Subcommittee Meetings:**

- Friday, September 2, 2011 - Quarterly meeting, Austin, TX

- **CRP Certification Meetings:**

- Friday, June 24, 2011 - Quarterly meeting
- Friday, September 16, 2011 - Quarterly meeting

- **TCPDP Open Meetings:**

- Friday, June 24, 2011 - Quarterly meeting
- Friday, September 16, 2011 - Quarterly meeting

- **State Use WorksWonders CRP Information and Compliance Seminars:**

- Abilene/Lubbock, Region I - June 15, 2011
- San Antonio, Region VI - July 19, 2011
- Corpus Christi, Region VII - July 21, 2011

- **4th Annual Artie Lee Hinds Award Dinner**

- September 28, 2011  
Doubletree Hotel Austin  
6505 IH 35 North • Austin, Texas 78752  
Please contact TIBH to attend.

- **23rd Annual Products and Services Expo:**

- September 29, 2011  
Doubletree Hotel Austin  
6505 IH 35 North • Austin, Texas 78752  
Please contact TIBH to attend.

View the TIBH  
online catalog at  
[www.tibh.org](http://www.tibh.org)