ICBV Office Update

May 23, 2017

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**Frito Lay Q2 News Items**

1.50 oz Lays Wavy Hickory BBQ Flavored Chips - 64 count – UPC 66457

1.375 oz Lay’s Kettle Chips 40% Less Fat Jalapeno Cheddar -64 count – UPC 25111

**\*\*1** Calendar of Events

**July 10-15, 2017**

**NFB National Convention** in Orlando Florida, and will be at the Rosen Shenkle Creek Hotel. For more information about the national convention, and to pre-register, go to [www.nfb.org](http://www.nfb.org) . Please remember that hotel registration and convention pre-registration are two separate items. But to get the special hotel rate for national convention, you must register for convention.

**July 17-28 2017**

The National Federation of the Blind is excited to offer its **Braille Enrichment for Literacy and Learning Program,** BELL, this summer in Illinois. This is a great opportunity for Braille skills to be addressed in a fun and new environment.

Where: The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Il 60608

When: Monday- Friday, July 17-28 2017

Times: 8:30-3:30

Cost: $50

For more information please visit: <https://nfb.org/BELL-academy>

**July 31- August 4, 2017**

The National Federation of the Blind is excited to offer its **Braille Enrichment for Literacy and Learning Program**, BELL, this summer in Illinois. This opportunity will be a weeklong residential program on Illinois State University’s campus.

Where: Springfield, IL

Who: Blind child/Parent pairs

Cost: $50

For more information please visit: <https://nfb.org/BELL-academy>

SAVE THE DATE:

**September 12-15, 2017**

**NABM BLAST 2017**

Nashville Airport Marriott Hotel

Tradeshow September 13th

Mark Your Calendars Now!!!!

Visit [www.blindmerchants.org](http://www.blindmerchants.org) for more information as it becomes available. For more information, contact Nicky Gacos at [nickycolorado@netscape.net](mailto:nickycolorado@netscape.net) or call him at (908) 464-5359 or contact Terry Smith at [terrysmith@epbfi.com](mailto:terrysmith@epbfi.com) or 865-599-7148.

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**\*\*2** **IAMC Legislative Report**

Legislative Report on the 100th General Assembly

2017 Spring Session May 19, 2017 Prepared by BP Consultants For IAMC

The attached Legislative Report includes legislation from the 2017 Spring Session of the 100th General Assembly. This report has been prepared by BP Consultants on behalf of IAMC.

Both chambers were in session this past week. The House and Senate will return on Monday, May 22nd. The House and Senate will focus on floor action with the Third Reading Deadline for bills in the second chamber on Friday, May 26th. When they return, the Senate is scheduled to be in session every day until May 31st and the House is scheduled to be in session every day except for Saturday, May 27th.

Another attempt at passing the “grand bargain” compromise package in the Senate fell short on Wednesday, leaving Republicans and Democrats again blaming each other for the latest failure. With little Republican support, the Senate did approve several components of the plan, including a revamped school funding formula (SB 1 sponsored by Senator Manar and Representative Davis), gambling expansion (SB 7 sponsored by Senator Link and Representative Mayfield), changes to state purchasing rules (SB 8 sponsored by Senator Harmon and Representative Batnick), pension reform (SB 16 sponsored by Senate President Cullerton and Representative Durkin), local government consolidation (SB 3 sponsored by Senator Thomas Cullerton and Representative Yingling) and $7 million borrowing to pay down the state’s bill backlog (SB 4 sponsored by Senator Harmon and Representative Greg Harris). All of those bills are now in the House and scheduled for committee hearings the week of May 22nd.

On a partisan roll call, the Senate also approved an appropriation bill (SB 6 sponsored by Senator Steans) that includes FY17 supplemental spending and $36.5 billion for FY18 (achieved through $3.8 billion in spending reductions and $5.7 billion in new revenues). SB 6 has been held in the Senate on a procedural move. The Senate failed to approve the budget implementation bill (SB 42 sponsored by Senator Manar) that was necessary to make the cuts contained in the budget. Following those votes, the Senate did not call the measure (SB 9 sponsored by Senator Hutchinson) to raise the revenues needed for the FY18 budget. The bill (SB 478 sponsored by Senate President Cullerton) to implement a two-year property tax freeze and provide school mandate relief failed because Republicans are now seeking a four-year freeze. The workers’ compensation reform bill (SB 198 sponsored by Senator Raoul) was not called for a vote.

Following the votes, Senate President Cullerton said it will be up to the Republicans to decide when they’re ready to vote for the budget bills. “I was under the impression we had reached an agreement on the budget,” Cullerton said. “The issue is, why did the Republicans not vote for the budget.” Republican senators, though, again said that negotiations from both parties are getting close to agreement on the remaining outstanding issues and more time is needed. They accused Cullerton of staging a “political show” on Wednesday. Senate negotiators continued to work on a comprehensive spending and revenue plan at the end of the week. No further votes were taken on the package of bills.

According to the Senate Democrats, the budget proposal is the product of numerous negotiating sessions with Senate Republicans and is heavily influenced by the budget package that Senator Brady filed earlier in the session (SB 2181 and SB 2182). The proposal eliminates a $10 billion deficit through a mix of cuts, savings and new revenue. Some of the cuts include $405 million from Medicaid reductions, $435 million from state employees group health insurance savings, $1.25 billion from the pension reforms, $328 million from an additional 5% cut to most state operations/programs lines, $119 million from a 10% reduction in the Local Government Distribution Fund and $165 million from debt service shift from GRF to Road Fund. The revenue package includes increasing the individual income tax rate from 3.5% to 4.95% for seven years, increasing the corporate income tax rate from 5.25% to 7%, eliminating three corporate tax loopholes worth a combined $125 million per year, imposing a cap of $1,000 a month on the sales tax rebate that retailer’s receive, implementing a sales tax on specified services (repair and maintenance of personal property, landscaping services, laundry and dry cleaning, storage, cable/satellite/streaming services, pest control, personal care, etc.) and means testing applied to some state income tax breaks.

On Wednesday Comptroller Mendoza’s office announced that Illinois’ estimated bill backlog has increased from $13.3 billion to a record $14.3 billion. The jump reflects more than $1 billion in liabilities held at state agencies that the Governor’s Office of Management and Budget reported to the Comptroller’s office this week. This new information brings the estimated total of bills held at agencies to $6.6 billion. The state’s bill backlog is nearing the point of having tripled in just the past two years. The increase was attributed to a reported increase of bills for medical, corrections, state group health insurance, human services and other state agencies.

Warning of a looming "catastrophe," a key Chicago business group on Thursday effectively sided against Governor Rauner in the state's budget war. In an extensive report, the Civic Committee of the Commercial Club, which represents the Chicago region's largest employers, threw its backing behind efforts to pass a budget that includes considerably more new revenues than spending cuts, and which downplays Rauner's demand for "structural changes" such as a property tax freeze and workers' compensation reforms in exchange for any tax hike. To balance the budget, the committee's task force, which has been working for two years, urged the state to approve $8 billion in new revenues and $2 billion in spending cuts. New revenues could include a boost in the income tax, extension of the sales tax to cover more services, and taxation of retirement income, something the committee says already is the practice in all but three of the states with income taxes. On the spending side, some pension tweaks may be possible, depending on what the courts will approve. The committee also urged modification of state group insurance plans and changes in procurement policies. The state also should establish a $4 billion reserve fund over five years, something the report says is doable with the above tax hikes and spending cuts. The Civic Committee report does urge some specific steps to improve the state's economic competitiveness.

House Democrats said Tuesday they’re still waiting for a response from Governor Rauner to their offer to negotiate over the non-budget items he says are needed to improve the state’s economic climate. They said they’re willing to work on workers’ compensation changes and a property tax freeze, but they also want some additional items that have not been part of Rauner’s agenda. That includes implementing a minimum tax for corporations to ensure all of them pay at least some income tax in Illinois, and legislation to ensure that Illinoisans with pre-existing medical conditions can get health insurance. At a separate appearance Tuesday in Springfield, Rauner said he doubted the sincerity of the Democrats. He again accused House Speaker Madigan of trying to scuttle negotiations going on in the Senate to reach a “grand bargain” on both a spending plan and Rauner’s reform agenda. Also, even before the Democrats held their news conference, House Republicans held their own event Tuesday to complain about the Democrats.

The House Personnel and Pensions Committee has approved two comprehensive pension reform bills that include a number of reform ideas. HB 4027 (House Republican Leader Durkin) and HB 4045 (Representative Currie) are identical except for sponsorship. Both bills combine a pension reform promoted by Senate President Cullerton with a number of money-saving pension ideas floated earlier this spring by Governor Rauner during his budget speech, including things like spreading out the time for pension systems to absorb losses and requiring schools to cover pension costs for higher-level salaries. The bills also create 401(k)-style retirement plans that new employees can opt into. And they would establish a new retirement plan that combines parts of a traditional pension plan with a 401(k). The bills also create a plan that allows people who are vested in state pension systems, but no longer active, to cash in their benefits for a lump sum. Other provisions of the bills include: provides $215 million for Chicago teacher pensions; and closes the General Assembly Retirement System to new members. Both bills are now on Third Reading in the House.

Upcoming Important Dates and Deadlines:

May 22, 2017 – Next Session Date for House and Senate

May 26, 2017 – House Third Reading Deadline for Substantive Senate Bills and Senate Third Reading Deadline for Substantive House Bills

May 31, 2017 – Scheduled Adjournment

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**\*\*3 Cullen & Associates Session Update from May 15th**

Both Chambers will convene today, Monday, May 15th, at 3 p.m. Last Friday was the Senate Committee deadline for House bills, but deadline extensions are expected. Friday, May 19th is the deadline to pass substantive Senate Bills from House Committees. Three weeks remain in the scheduled 2017 Spring Legislative Session.

Illinois’ record budget stalemate continues. With less than 3 weeks remaining in this year’s spring session, various bipartisan negotiations on a budget and other reform measures are underway. It is still too early to know if any of these negotiations will actually end the stalemate or just represent more political posturing.

The Senate’s Grand Bargain proposal received a temporary boost early last week when a bipartisan group of thirty Representatives (17 Democrats and 13 Republicans) authored a joint letter to Governor Rauner and Speaker Madigan showing their support for the Senate’s Grand Bargain budget and reform proposal. The letter declared that “the time for resolution is now.” The Senate revisited the “Grand Bargain” package last week, approving one non-controversial measure (see below) in the package before the measure stalled yet again. Senate Republicans expressed concern that despite months of negotiations, the proposals are still not ready for a final vote in the Senate.

President Cullerton publicly expressed his frustration that his repeated concessions have not appeased the Governor and his Republican colleagues in the Senate. Cullerton indicated he wants to advance the package to the House as soon as possible to allow that Chamber the opportunity to adequately review the plan during the final days of the legislative session.

In the House, Speaker Madigan appointed four members of his leadership team, Representatives Currie, Lang, Turner, and Hoffman, to work with Governor Rauner’s Administration to identify areas of compromise, presumably on both budget and non-budget items. Republican Leader Durkin appointed Representatives Bellock, Brady, Demmer, and Hammond. Republicans in both Chambers are skeptical and are concerned that the House Democrats could still intend to pass their own, partisan budget.

The Illinois Senate approved SB 10 (Cullerton) last Wednesday along partisan lines. SB 10, which is part of the Senate’s Grand Bargain plan, would allow home rule communities to establish special funds to help lower borrowing costs. Senator Cullerton immediately placed a procedural hold on the bill to hold it in the Senate pending consideration and action on the remaining bills in the Grand Bargain package. The Senate also approved identical legislation, SB 41 (Cullerton/Currie) which is not linked to the Grand Bargain. SB 41 is now pending in the House.

Democratic Senator Kwame Rauol filed an amendment to SB 12, which is Senate Republican Leader Radogno’s worker’s compensation legislation. Senator Radogno indicated that she would not call the bill until it was ready for a final vote. Radogno announced that she believes a deal on worker’s compensation is “near” in principle. Senator Raoul’s amendment slightly decreases cuts made under a previous amendment for Medicare-based fee schedules, moves to a closed formulary for compound medications, and removes previous changes regarding AMA guidelines and how to determine disability and pro-athlete wage differential language.

Illinois State Treasurer Michael Frerichs held a press conference last week to urge the Governor to focus on budget negotiations to avoid further credit downgrades. Frerichs pointed out that during Rauner’s tenure, Illinois has incurred six credit downgrades throughout the two years without a balanced and complete state budget. Further downgrades could lower Illinois rating to junk status.

Two newly-filed pension reform bills have been scheduled for hearing in the House Personnel and Pensions Committee on May 16th at 4pm. Representative Durkin filed HB 4027 two weeks ago, and Representative Currie filed and identical bill, HB 4045, last week. Both bills are closely modeled around several of the Senate’s Grand Bargain pension bills. Highlights include the “consideration model” approach, optional Tier 3 plans, funding changes, employer accountability changes, defined contribution plans, pension buyout options, and a one-time pension normal cost payment ($215.2 million) for Chicago Teachers’ Pensions.

The Senate approved controversial legislation (HB 40 (Feigenholtz)) to allow women whose health care costs are covered by Medicaid or state employee health insurance to use that coverage for an abortion. The bill also removes a “trigger provision” in state law that would make abortion illegal in Illinois if the landmark Roe v. Wade decision is overturned. A motion to Reconsider the Vote has been filed on the bill to prevent it from heading directly to the Governor’s desk. Once that hold is lifted, the bill will return to the House, which will have 30 days to send it to the Governor, and he will have 60 days to act.

The Illinois Senate approved legislation SB 955 (Steans) to increase the minimum wage to $15 per hour for front-line workers in residential and day programs serving persons with development disabilities. The bill now heads to the House for consideration.

Legislation to create the Student Loan Servicing Rights Act (SB 1351 (Biss)) passed the Illinois Senate by a vote of 34-15-1 last week.

Also last week, an amendment was filed to SB 1597 (Link) in response to a move by environmentalists to ban the use of plastic bags in retail establishments. SFA#2 (Link) will allow counties to regulate plastic bags by imposing a 5 cent tax on each bag, allowing the retail establishment to retain 2 cents of the fee and sending 3 cents to the county. The county may then use the fee for a household waste collection program, which must at least take back a list of several items, including pharmaceuticals, carpets, paints, light bulbs, mattresses, pool chemicals, gasoline, mercury, drain cleaners, batteries, etc. It is unlikely that the environmental groups involved will agree to this language.

During a joint, 3-hour hearing of the House Human Services Committee and the House Appropriations Human Services Committee to discuss the Medicaid Managed Care MCO RFP last week, Comptroller Mendoza testified that the Rauner Administration’s plan to reduce the number of Medicaid managed care plans and expand the MCOs statewide is being done too quickly and without enough scrutiny. Specifically, the Comptroller questions why the largest procurement in the State’s history is being done outside of the State’s procurement code and instead is being processed as a Purchase of Care agreement. Mendoza’s testimony followed a letter she previously sent to the Governor and can be found here. <https://illinoiscomptroller.gov/comptroller/assets/File/news_releases/MCORFP_Letter.pdf>

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**\*\*4** From John Pare, NFB Executive Director for Advocacy and Policy

**NFB Legislative Alert**

We are making great progress on all of our legislative issues. We are up to seventeen cosponsors on AIM HIGH, H.R. 1772, five cosponsors on the Access Technology Affordability Act, H.R. 1734, and seven cosponsors on the TIME Act, H.R. 1377. In the Senate, the Access Technology Affordability Act, S. 732, has one cosponsor.

Congress will be in session all next week before taking their one-week Memorial Day recess. Please contact your representative and ask them to cosponsor H.R. 1772, H.R. 1734, and H.R. 1377. Please also call your two senators and ask them to cosponsor S. 732.

A short summary of each bill is included below. I have also included a list of all the current cosponsors.

The best way to contact your member of Congress is to call the Capitol Switchboard at (202) 224-3121 and ask for the office in question. Emailing your member of Congress is also a good idea. If you do so, please copy JPare@nfb.org.

You may also want to request a meeting with your member of Congress while they are back in the district during the week of Memorial Day.

Thanks for all you do!

Warm regards,

John

**Bill Summaries**

Accessible Instructional Material in Higher Education Act, H.R. 1772 (AIM HIGH) - This bill will promote instructional technology and content that are accessible to the blind and other students with print disabilities. Read the AIM HIGH fact sheet to learn more.

Access Technology Affordability Act of 2017, H.R. 1734 and S. 732 (ATAA) - These bills will facilitate the purchase of access technology for blind people by creating a refundable, per person tax credit. Read the Access Technology Affordability Act of 2017 fact sheet to learn more.

Transitioning to Integrated and Meaningful Employment Act of 2017, H.R. 1377 (TIME) - This bill will increase employment opportunities by removing stigmas and low expectations propagated by section 14(c) of the Fair Labor Standards Act. Note that the bill now phases out subminimum wages over a six year period corresponding to the recommendation of the National Council on Disability. Read the TIME Act fact sheet to learn more.

**Current Cosponsors Listed Alphabetically By State**

Accessible Instructional Material in Higher Education Act, H.R. 1772 (AIM HIGH)

Rep. Roe, David P. [R-TN-1] – Sponsor, Rep. Young, Don [R-AK-At Large], Rep. Garamendi, John [D-CA-3], Rep. Courtney, Joe [D-CT-2], Rep. Murphy, Stephanie N. [D-FL-7], Rep. Hanabusa, Colleen [D-HI-1], Rep. Kinzinger, Adam [R-IL-16], Rep. Krishnamoorthi, Raja [D-IL-8], Rep. Brooks, Susan W. [R-IN-5], Rep. McGovern, James P. [D-MA-2], Rep. Kildee, Daniel T. [D-MI-5], Rep. Harper, Gregg [R-MS-3], Rep. Thompson, Bennie G. [D-MS-2], Rep. Stefanik, Elise M. [R-NY-21], Rep. Price, David E. [D-NC-4], Rep. Thompson, Glenn [R-PA-5], Rep. Gonzalez-Colon, Jenniffer [R-PR-At Large], Rep. Sensenbrenner, F. James, Jr. [R-WI-5]

Access Technology Affordability Act of 2017, H.R. 1734 and S. 732 (ATAA)

Rep. Young, David [R-IA-3] – Sponsor, Rep. Roybal-Allard, Lucille [D-CA-40], Rep. Bilirakis, Gus M. [R-FL-12], Rep. Hanabusa, Colleen [D-HI-1], Rep. Moulton, Seth [D-MA-6], Rep. Smucker, Lloyd [R-PA-16]

Transitioning to Integrated and Meaningful Employment Act of 2017, H.R. 1377 (TIME)

Rep. Harper, Gregg [R-MS-3] – Sponsor, Rep. Calvert, Ken [R-CA-42], Rep. Swalwell, Eric [D-CA-15], Rep. Schakowsky, Janice D. [D-IL-9], Rep. Pingree, Chellie [D-ME-1], Rep. Lujan Grisham, Michelle [D-NM-1], Rep. Kaptur, Marcy [D-OH-9], Rep. Gonzalez-Colon, Jenniffer [R-PR-At Large]

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**\*\*5** Shared by Donnie Anderson, Chairman ICBV

**WBBM's At Issue: Cook County Board President Toni Preckwinkle** 5/21/2017 28:43

Toni Preckwinkle talks with Craig Dellimore about the impact of the Trump Administration's Healthcare plans, Sanctuary cities, her criticisms of new Federal sentencing guidelines, and the County's new sweetened drink tax.

Look for title above on this link: <http://chicago.cbslocal.com/audio/at-issue/>

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**\*\*6** Shared by Nicky Gacos, President NABM

**Seeing AI app describes the world to users with vision disabilities Global Alliance on Accessible Technologies and Environments**

Americas May 15, 2017

Many millennials spent many an afternoon watching the educational science program, Bill Nye The Science Guy. In light of policy changes in scientific research in the USA, Netflix released an exclusive series called Bill Nye Saves the World, bringing a science-based program targeting the same millenials that grew up watching him. This program explores topics from modern medicine, climate change, artificial intelligence and other controversial topics related to science.

In the third episode, “Machines Take Over the World,” Bill Nye explores how technology improves the lives of people, bringing in Saqib Shaikh, a software engineer for Microsoft that has been blind since he was seven. In hopes of improving the lives of people with vision disabilities, Shaikh developed SeeingAI, an app that describes scenes or imagery to the user in real time using talking computer technology.

At this time the app can only describe or make educated guesses based on what it has already ‘seen’ through visual algorithms. However, the basis for its visuals is already quite extensive, able to tell the user someone’s age, gender or even describe emotional cues. It is also able to memorize a person’s face as was seen when identifying Bill Nye on the episode the app was featured in of Bill Nye Saves the World.

One challenge that the developers have been tackling has been teaching the AI to be able to describe a scene in the same way that a person with sight would in plain speech. Therefore, an important factor has been intuitive learning in a way that is typical in human language. Besides being able to identify objects, scenes or people, SeeingAI can also take a photo of text, such as a book, news article, labels, or menus, and translate it to spoken word for the user. The app has currently been developed for use with smartphones, as well as Pivothead glasses.

Perhaps one of the greatest benefits that Shaikh boasts of SeeingAI is the independence that it allows the user to have. Rather than having to rely only on one’s own senses or needing a companion to describe what’s going on around them, the app enables users the freedom to explore their environments alone.

While SeeingAI has been developed, it has not yet been given a set release date for the public, but this will surely be a welcome addition to people with vision disabilities. Watch the video Below:

<https://youtu.be/3WP7Id8SxYQ>

"Any change is resisted because bureaucrats have a vested interest in the chaos in which they exist." -Richard M. Nixon

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**\*\*7** Shared by David Andrews vis vendtalk

**New Addition to the Family.**

One of the highest priorities of our organization is searching for new members and making sure that all members remain engaged in our activities. It is crucial that every blind child and adult comes to understand that blindness is not the characteristic that defines you or your future. You can live the life you want, blindness is not what holds you back. In this spirit, **join me in welcoming the Maryland Association of Blind Merchants**, the newest division of the National Federation of the Blind of Maryland. Congratulations to Melba Taylor, President; Patty Holman Eitington, First Vice President; Steve Brand, Second Vice President; Tassie Thompson, Secretary; Andre Sconion, Treasurer and board members Don Morris, Mike Bullis, and Dr. Michael Gosse.

**The Right to Travel.**

Throughout its history, the National Federation of the Blind has been insuring that blind people have the right to travel. We do this in many ways. Since National White Cane Week is May 15-21, I want to remind everyone to spread the word on our free white cane program. Our national organization will give any blind person a free white cane twice a year. Go to [https://nfb.org/free-cane-program>https://nfb.org/free-cane-program](https://nfb.org/free-cane-program%3ehttps://nfb.org/free-cane-program) for more information and to request a white cane.

The newest example of protecting our right to travel is our Uber and Lyft Testing Program. The National Federation of the Blind has created a rideshare testing program to measure Lyft and Uber's efforts to eliminate driver discrimination against riders with guide dogs or service animals. If you use a service animal or are accompanying someone who does please fill out a short form about your experience, each time you use Uber or Lyft. Please go to [https://nfb.org/rideshare-test%20>https://nfb.org/rideshare-test](https://nfb.org/rideshare-test%20%3ehttps://nfb.org/rideshare-test) to complete the survey. Please give us information about both good and bad experiences. Spread the word, we need information from every blind person whether they are a member of NFB or not. Sarah Baebler is the Maryland coordinator for this program. If you have questions email her at [mailto:sbaebler@bism.org>sbaebler@bism.org](mailto:sbaebler@bism.org%3esbaebler@bism.org) .

**Let's Get Co-sponsors for our Federal Legislation!**

I hope that you made your calls to or emailed Senator Van Hollen to ask him to co-sponsor SB 732, the Access Technology Affordability Act of 2017. Did you ask your congressman to co-sponsor the house version of the Access Technology Affordability Act, HR 1734? During the remaining weeks of May, we will be trying to get co-sponsors for the Accessible Instructional Materials in Higher Education Act and for the Transitioning to Integrated and Meaningful Employment Act. Look for further information in the listservs.

**Important Reminders.**

National Convention is coming! Please remember to pre-register by May 31 by going to [https://convention.nfb.org/>https://convention.nfb.org/](https://convention.nfb.org/%3ehttps://convention.nfb.org/) . The 77th convention in Orlando, FL from July 10-15 will be filled with fun, fellowship and information. Don't miss it! If you are a student, start your summer off on the right foot by attending the Successful Summer Seminar. Place: Jernigan Institute; When: Weekend of June 2-4. You must register by May 28 by emailing [veegaspa@gmail.htm>veegaspa@gmail.com](mailto:veegaspa@gmail.htm%3eveegaspa@gmail.com) .

Did you sign up for the Dot-Dash for Braille literacy yet? This is a 6K walk or run to be held on Sunday June 4, at 8 am. The starting point is 200 East Wells Street and it is a nice opportunity to enjoy views of the Harbor that you wouldn't ordinarily see. Team Sharon still needs participants. Rumor has it that the Greater Baltimore Chapter has a team for this event, so the competition is on! To register, go to <https://www.eventbrite.com/e/6-dot-dash-registration-31969843663> . Don't forget to select your team!

**Help NFBMD When you Shop**.

Since this is the season for graduations, weddings and anniversaries, mother's and father's day, etc. remember if you are shopping online to use AmazonSmile and select NFBMD as your charity so that we can receive a small portion of your purchase. Go to: <http://smile.amazon.com/ch/52-1301033> .

NFBMD recently joined the list of charities you can donate to on eBay. You may donate a portion of what you sell or make a direct donation during checkout when you purchase an item. Make NFBMD your favorite charity in your eBay account.

Sharon Maneki, President

National Federation of the Blind of Maryland

410-715-9596

The National Federation of the Blind knows that blindness is not the characteristic that defines you or your future. Every day we raise the expectations of blind people, because low expectations create

obstacles between blind people and our dreams. You can live the life

you want; blindness is not what holds you back.

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**\*\*8** **This week on Eyes On Success**

1720 **NVDA Conference 2017** (May 10, 2017) NVDA is a free screen reader for Windows. For the past several years, the annual NVDACon has provided a forum for developers, users, and others to share what?s new, suggestions for future improvements, and much more. Hosts Nancy and Peter Torpey talk with Derek Riemer and Bhavya Shah, co-chairs of this year?s annual international web-based conference.

1721 **Cisco Academy for the Vision Impaired** (May 17, 2017)

The Cisco Academy for the Vision Impaired, or CAVI, is a technology school for the blind and visually impaired that offers remote classes covering many topics from music production to computer systems administration. Hosts Nancy and Peter Torpey talk with Brian Shaw, one of CAVI?s teachers, about their programs and how they work.

As usual the audio and show notes for this episode can be found at:

[www.EyesOnSuccess.net](http://www.EyesOnSuccess.net) and the podcast is available on iTunes.

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**\*\*9** From Vending Market Watch

**Massachusetts Considers State Soda Tax** MAY 10, 2017

MassLive.com reports that a proposed bill in Massachusetts would tax drinks between five to 19 ounces that contain five or more grams of sugar. Drinks would be taxed at one cent per ounce and a drink with 20 or more grams of added sugar would be taxed at two cents per ounce. The Massachusetts Beverage Association opposes the bill, stating that the tax does not address the real causes of obesity and related conditions.

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**\*\*10** From Vending Times

Issue Date: Vol. 57, No. 5, May 2017, Posted On: 5/12/2017

**Oklahoma House Defeats Vending, Coin-Op Bill**

Nick Montano [Nick@vendingtimes.net](mailto:Nick@vendingtimes.net)

OKLAHOMA CITY, OK -- The Oklahoma House of Representatives decisively defeated a measure that would have increased decal fees by 50% on all types of coin-operated machines. Oklahoma's House Bill 2359 was aimed at full-line and bulk vending equipment, amusement machines and jukeboxes, among other devices with coin activation mechanisms.

On coin-operated music and games equipment, for example, the fee would have been increased from $75 to $112.50; on vending machines that require a coin or other thing of value (such as a bill), the fee would have jumped from $75 to $100. For a coin-op bulk vending machine, described in the bill as a device "that dispenses one or more products through more than one but not more than five distribution mechanisms," the decal fee would have been raised from $15 to $22.50.

Legislators arguing against the vending tax measure were Rep. Forrest Bennett (D-Oklahoma City), a first-term state lawmaker, and Rep. Jason Murphey (R-Guthrie), who recently said that the Legislature was attempting to "shake down the vending industry" as part of a "disastrous revenue grab."

House Bill 2359 would have generated an extra $1.28 million for the state treasury, the Oklahoma Tax Commission calculated.

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**\*\*11** Shared by Donnie Anderson, ICBV Chairman

NPR HEALTH May 10, 20172:57 PM ET

**How To Do A Really Good Job Washing Your Hands**

If, like many of us, you are reading this article on the toilet — then we've caught you at the perfect time.

When you're done with your business, perhaps you'll do a thorough hand washing. Or maybe just a quick rinse. Or maybe you'll skip it altogether.

Failure to wash is a problem for ordinary folks. Germs on your unwashed hands can get into your body when you touch, say, your eyes or mouth. And into your food, too.

It's a problem for health workers as well. The Centers for Disease Control estimates that medical staff only remember to do so about half the times they're supposed to. The CDC states: "This contributes to the spread of healthcare-associated infections that affect 1 in 25 hospital patients on any given day." Worldwide, one in 10 patients acquires an infection while receiving health care.

So this month, the Centers for Disease Control is ramping up its campaign to get doctors, nurses and other medical staff to wash up.

But the question for medical workers (and really, for everyone) is: Do you do a good job?

CDC offers straightforward instructions: soap up, scrub and rinse. The process should take 35 seconds — about the time it takes to sing the alphabet song twice.

Read the full story here: <http://www.npr.org/sections/goatsandsoda/2017/05/10/527047739/how-to-do-a-really-good-job-washing-your-hands>

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**\*\*12** From Vending Market Watch MICRO MARKETS April 2017

**How Micro Markets Got Me Fired** By Jennifer Skidmore on APR 3, 2017

In February of this year, after 8 years of working at the family business, I was fired. I got canned, was given the boot; however you want to say it, it was deemed that I was no longer the right person for the job and I was given the axe. The catch is that I fired myself.

**Getting started in micro markets**

We launched our first micro market on Oct. 17, 2011. I’m given most of the credit for that decision now but I’d like to set the record straight. I didn’t want to move forward with micro markets. I was fresh out of college and was already overwhelmed by sales and trying to grow our coffee division. I remember walking the NAMA showroom in April of that year with my dad, Joel Skidmore. He was so excited about the new technology and I believe I said (and I quote), “No dad, we already have enough going on without adding more to our plate. Right, mom?”

**Why I got fired**

In 2011 I insisted that if my dad brought in micro markets I wanted nothing to do with them. However, by February 2017, I had been managing our micro market division (consisting of 25 markets) for almost 6 years, as well as our pantry and office coffee service divisions.

Despite my initial stance on micro markets, I was almost immediately glad my dad didn’t listen. Micro markets lend themselves to so many things that vending doesn’t:

A larger variety of product

Launch parties

Instant refunds

Samplings

Larger profits

They were a perfect place for me to grow and be creative. But like many entrepreneurs, I have an unhealthy tendency to believe I can do more than I can and that the things I can do, no one else can do better. What I’ve learned in these last months is that passion is not the same as competency. And that loving my markets doesn’t automatically make me the best at managing them.

I started filing reports later, scheduling samplings further and further apart and worst yet, was getting shorter with customers with every request that was emailed in. All of which was easy to excuse because, as an entrepreneur, I had plenty to do to justify being “too busy” to “do it all.”

**The hard truth**

As my professional and personal life started to feel out of control I knew it was time to reassess; to take a hard look at what I was doing well and what I couldn’t do any longer. Here’s what I found. I’m a dreamer, a visionary, a people person. I’m not good with deadlines. I like dealing with feelings not numbers (i.e waste reports and par levels), and as I’m starting to take on new responsibilities within the company, I need to spend more time at the office and less time in the field handing out free cookies.

It was a hard decision to make; openly admitting that I was no longer the best person for the job was both freeing and an embarrassing blow to my ego. But it was the right call.

I’ve learned a lot about micro markets in the last 6 years but in the last 2 months I’ve learned a lot from them. I’ve learned that it’s okay to let go. It’s okay to admit when you’re tapped out. And that someone might not be able to do a job as well as you can the first time, but if you are patient and show them what you know, there’s a good chance that they’ll eventually be better at it than you were. (And if you don’t think so, consider this. I recently listened to a podcast with Rory Vaden who explained the 30x Rule. Here is his definition: the 30x rule says you should spend 30x the amount of time training someone to do a task as it would take you to do the task yourself one time. For example if a task takes you 5 minutes per day to complete, then the 30x rule suggests you could comfortably spend up to 150 minutes training someone to do that task.)

**Conclusion**

Almost 6 years into micro markets there are days where I feel like we aren’t growing and if we are, we aren’t growing fast enough. And then there are days when I remember our first install, ideas that flopped, or life before Lightspeed and I can’t help but smile at how far we’ve come.

For me it’s time to let go (a little) of my markets. I know that I’ve taken our markets as far as I can; it’s someone else’s turn now. In March we hired our first full-time micro market manager and I am so excited to see where he takes them next.

**Micro market Insider tips**

Whether you are considering getting into the micro market game (I highly recommend it) or have four times the amount that J&J does, here are some things I’ve learned about micro markets over the years that I hope you will find helpful.

**Contracts**

Always Insist On Your Cameras – When we first started growing the micro market division I was anxious to get more accounts so when a customer said they didn’t want to install our cameras but wanted to use existing ones at their location I agreed to it. When product went missing, I was never allowed to access their camera footage and was stuck with the loss. It may mean not getting the account but my advice is to either install your cameras, don’t install cameras and make the customer pay for 100 percent of the market shortages, or don’t install a micro market.

Require Minimum Sales – This may seem like a no brainer but again when we first started I just wanted to get my feet wet. I was so eager to swim I didn’t take time to put on my sunscreen first. I assumed locations of 250+ would easily make a profit, but that wasn’t always the case. When markets under performed I didn’t have a legal way out. Write a contingency plan into your agreements (e.g. if the market continually sells less than $500/week you have the right to replace the market with standard vending machines).

Get the Coffee – If a customer wants a micro market, make them consolidate all of their services to you. A micro market is a serious investment for your company. It also seriously improves breakroom morale and adds to health and wellness programs; the least they can do is give you the coffee service too.

Theft – Catching a thief is time consuming and costly. As such, in our contracts we state that employers can proceed however they feel best in regards to consequences/termination however, we require two things: first payment for the items that were taken, second a $100 restocking fee. We implemented this about 6 months ago and not one customer has resisted it. If theft continues without discipline we reserve the right to remove the market.

**Account Merchandisers/Drivers**

Invest in Training – When it comes to training be prepared to invest some quality time with your drivers. Assume that nothing is self-evident and be as specific as possible when explaining how to stock, deal with customer requests, check codes, etc.

Take Photos – We just started having our Account Merchandisers take photos of their markets after each stock. They email them in at the end of each day for review. It’s been very helpful in making sure markets are fully stocked and properly merchandised.

**Install & Launch**

Set Up, Then Deliver – Always set up the market (i.e. build shelving, pull sodas and stock shelves) at your warehouse. Do your first inventory in house and verify that all codes are scanning. If you do it this way you’ll also be able to get par levels set up before being on location and in general your time on location will be much cleaner and shorter.

Launch Party – Put extra time and attention into your launch parties. It’s an opportunity to make a great first impression with your new customers. In addition to helping customers get signed up with a stored value card, raffle off prizes and work with your brokers to get free samples to hand out. A note about brokers, be good to them. If they give you product to sample make sure it’s for sale in the market and then give them sales data for the first three months.

Multiple Shifts – Many of our customers are plants with multiple shifts. We’ve done many midnight launch parties and our new policy is (unless the account is REALLY big) we’ll train supervisors and their supervisors can train their crew. Just make sure if you’re there during the day you set aside enough samples for the graveyard crews to get some treats too.

Product

Limit Yourself – I love bringing in new products, but purchasing hates that I love it. I’m constantly being reminded of budgets and bottom lines so I’m going to pass on the friendly reminder here. New products are a lot of fun, but remember to be selective. Don’t take too many chances with random product (our experience is that holiday candy does not do well in these markets) and if a broker/supplier wants you to push a certain product, ask for samples to give out on location first.

Uniform your POGs – We sell the markets on being a unique buying experience for each customer. And although they are very customizable, I think you’ll find that about 80 percent of the products you sell, sell well in every market (i.e. Frito Lay). That said, uniform your POGs as much as you can. Remember the fewer SKUs you, have the lower chance of bankruptcy.

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**\*\*13 From RSA Buying Group**

2nd Quarter Frito News Items are:

**FRITO LAY 2nd QUARTER 2017 NEWS ITEMS**

In May and June, there will be a $1.92 per case rebate on Kettle Chips 40% Less Fat Jalapeno Cheddar.

1.50 oz Lays Wavy Hickory BBQ Flavored Chips - 64 count – UPC 66457

1.375 oz Lay’s Kettle Chips 40% Less Fat Jalapeno Cheddar -64 count – UPC 25111

To ensure delivery of the correct product, order by the UPC code. Please let me know if you have trouble getting either item, or if you have any questions.

Don't forget to take advantage of the **Mondelez Power Buy deal** that ends Friday!

**RSA Management Purchase Power Deals**

**Earn Extra Rebates on the following**:

NEW DEALS THIS WEEK

MONDELEZ

Deal Date: MAY 15 THROUGH MAY 26 (OR UNTIL 2000 CASES PER SKU ALLOTMENT IS REACHED) FOR DELIVERIES BY JUNE 16, 2017

Rebates Products

$15.00 per case 2.0 oz. Swedish Fish Red 288 ct (UPC 704620620600)

$15.00 per case 2.0 oz. Sour Patch Kids – Original 288 ct (UPC 704620620100)

$15.00 per case 2.0 oz. Sour Patch Kids– Watermelon 288 ct (UPC 704620619900)

VITNERS/SNACK KING (RSA EXCLUSIVE)

Deal Date: THROUGH DECEMBER, 2017

Rebates Products

$0.02 per unit Vitners and Snack King Products– ALL FLAVORS

**Deals ending in May**

ALMOND BREEZE MILK

Deal Date: THROUGH MAY, 2017

Rebates Products

$2.40 per case Almond Breeze Almond Milk– ALL FLAVORS

CAMPBELL’S KETTLE SOUPS

Deal Date: UNTIL 2,500 CASES ARE PURCHASED

Rebates Products

$2.50 per case 15.5 OZ. Kettle Style Soups – ALL FLAVORS

FRITO LAY – ITEMS MAY NOT BE AVAILABLE IN ALL MARKETS

Deal Date: MAY, 2017 – TAKE DELIVERY BY JUNE 18, 2017

Rebates Products

$1.92 per case 1.375 oz Lay’s Kettle Chips 40% Less Fat Jal Ched -UPC 25111 (NEWS ITEM)

$1.92 per case LSS Kettle Chips – ALL FLAVORS

$3.20 per case LSS Smartfood Popcorn 64 count – ALL FLAVORS

$1.60 per case LSS Smartfood Popcorn 32 count – ALL FLAVORS

$1.92 per case LSS Funyuns Onion Snacks (44399)

$1.92 per case LSS Frito Honey BBQ Corn Chip Twists (44353)

$1.92 per case LSS Rold Gold and Rold Gold Pretzel Thins

$1.92 per case Grandma’s Peanut Butter Big Cookie - (45091)

$5.00 per case Nut Harvest Nuts – ALL FLAVORS

$5.00 per case INIT Sweet Berries and Dark Chocolate Almond Bars

PEPSI (Participating Bottlers Only)

Deal Date: THROUGH MAY, 2017 –DELIVERED BY JUNE 7, 2017

Rebates Products

$1.00 per case 20 oz. Wild Cherry and Diet Wild Cherry Pepsi

$2.00 per case 20 oz Lipton LIT Tea– ALL FLAVORS

$2.00 per case 20 oz Lipton Brisk Tea

$1.00 per case 16 oz. AMP – ALL FLAVORS

$1.00 per case 20 oz. Diet Mountain Dew and Dew Flavors

$1.50 per case 20 oz. Sobe Life Water – All Flavors

$3.00 per case 1L and 700ML Sport Cap Lifewtr

STARBUCKS (Participating Bottlers Only)

Deal Date: THROUGH MAY, 2017 –DELIVERED BY JUNE 7, 2017

Rebates Products

$2.00 per case 13.7 oz. Frappucino 12 count – ALL FLAVORS

$2.00 per case 6.5 oz can Starbucks Doubleshot Espresso

GATORADE (Participating Bottlers Only)

Deal Date: THROUGH MAY, 2017 –DELIVERED BY JUNE 7, 2017

Rebates Products

$1.50 per case 20 oz. Gatorade and G2 – ALL FLAVORS

V8 AND V8 ENERGY

Deal Date: THROUGH MAY, 2017

Rebates Products

$3.00 per case 11.5 oz. V-8 Splash-Tropical Blend and Straw/Kiwi Cans – 24 ct.

$3.75 per case 16 oz. V-8 Splash-Berry Blend, Fruit Medley, Lemonade and Straw/Lem 12ct.

$3.75 per case 12 oz. V-8 Energy Blackberry Cran and Grape/Raspberry can 12 ct.

**Deals ending in June**

OREO

Deal Date: DELIVERY JUNE 30, 2017

Rebates Products

$0.2 per unit Oreo Chocolate Bar

**Deals ending in December**

TALKING RAIN - SPARKLING ICE

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

$0.22 per unit 8 oz. Sparkling ICE Water Cans 8 ct. – ALL FLAVORS

$0.145 per unit 17 oz. Sparkling ICE Water Bottles12 ct. – ALL FLAVORS

FERRERO

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

10% per case Tic Tacs – All Products

10% per case Ferrero Rocher– All Products

10% per case Raffaello – All Products

10% per case Nutella – All Products

10% per case Nutella and Go– All Products

BISCOMERICA - SWEET SERENITY CHOCOLATE CHIP COOKIES

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

$0.04 per unit\* 2 oz. Sweet Serenity Choco Chip Cookies 60 ct. (#59961)

$0.04 per unit\* 3 oz. Sweet Serenity Choco Chip Cookies 48 ct. (#54809)

\*Group must purchase 2000 cases per quarter; otherwise rebate will be $0.02 per unit.

HINT WATER

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

$1.00 per case Hint 100% Natural Goodness Water – ALL FLAVORS

KLEMENT’S MEAT SNACKS

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

10% per case Klement’s Meat Snacks – All Products

NY DELI (RAYBERN’S)

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

14% per case 5.0-6.5 oz Heat n Serve Premium Wrapped Frozen Sandwiches – All Products

PLANTERS

Deal Date: DELIVERY BY DECEMBER 31, 2017

Rebates Products

$2.88 per case 2 oz. Planters Peanuts

$1.44 per case Planters Trail Mix Nut and Chocolate

POPZ CUP (FORMELY INTERNATIONAL CUP CO.)

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

$3.29 per case 12 oz. Single Poly Vending Paper Hot Cup – 1500 ct.

$3.20 per case 8.25 oz. Single Poly Vending Paper Hot Cup – 2000 ct.

$1.51 per case 12 oz. Black Lids for Vending Hot Cups – 1000 ct.

$1.17 per case 8.25 oz. Black Lids for Vending Hot Cups – 1000 ct.

$3.22 per case 16 oz. Single poly Manual Paper Hot Cups – 1000 ct.

$2.55 per case 12 oz. Single poly Manual Paper Hot Cups – 1000 ct.

$2.26 per case 10 oz. Single poly Manual Paper Hot Cups – 1000 ct.

$1.81 per case Black Lids for all Manual Paper Hot Cups – 1000 ct.

TAYLOR CANDY

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

4% per case Taylor Candy – All Products

SPLENDA

Deal Date: THROUGH DECEMBER 31, 2017

Rebates Products

$3.30 per case Splenda 4/400 ct. Sweetener Packets

$3.00 per case Splenda 2000 ct. Bulk and 12/50 ct. Sweetener Packets

$2.60 per case Splenda 12/100 ct. Sweetener Packets

$1.25 per case Splenda 500 ct. Bulk Sweetener Packets

WELCH’S

Deal Date: DELIVERY BY DECEMBER 31, 2017

Rebates Products

$.01 per unit Welch’s, Gummi Factory, Sour Jacks, Sun-Maid, Fisher – ALL FLAVORS

**Indefinite End Date**

ALMARK EGGS

Deal Date: THROUGH INDEFINITE

Rebates Products

8% per case Almark 2 pack Eggs – All Products

BEANITO’S

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.00 per case Bean Chips and Puffs - ALL FLAVORS

BLISTEX

Deal Date: INDEFINITE

Rebates Products

$2.00 per case Blistex Lip Balm – ALL VARIETIES

BOLTHOUSE FARMS

Deal Date: THROUGH INDEFINITE

Rebates Products

$2.20 per case Bolthouse drinks - ALL FLAVORS

COLD STONE CREAMERY

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.50 per case All Flavors of Milk Shakers

COOL HAUS

Deal Date: THROUGH INDEFINITE

Rebates Products

20% per case Choco. Chip, Van Bean, Snickerdoodle, Salted Caramel Ice Cream

COUNTRY ARCHER

Deal Date: INDEFINITIE

Rebates Products

15% per case Country Archer Beef Jerky – ALL FLAVORS

DAISY’S BAKERY, INC

Deal Date: THROUGH INDEFINITE

Rebates Products

8% per case Individually Wrapped Muffin, Cake, Brownie, Pie, Cookie – ALL FLAVORS

FIJI WATER

Deal Date: INDEFINITE

Rebates Products

$1.50 per case Fiji Water

FRUVE SMOOTHIES & TEAS

Deal Date: INDEFINITIE

Rebates Products

$3.60 per case Fruve Smoothies and Kid’s Smoothies – ALL FLAVORS

$3.00 per case Fruve Teas – ALL FLAVORS

GRAZE SNACKS

Deal Date: THROUGH INDEFINITE

Rebates Products

8% per case Graze Snacks – All Products

GREEN CHILI FOODS COMPANY

Deal Date: INDEFINITE

Rebates Products

$1.00 per case 7 oz. Burritos – 12 count

HiBALL ENERGY AND ALTA PALLA

Deal Date: THROUGH INDEFINITE

Rebates Products

$5.00 per case HiBall Energy – 24 ct. case – ALL FLAVORS

$2.50 per case Hi Ball Energy – 12 ct. case – ALL FLAVORS

$2.50 per case Alta Palla – 24 ct. case – ALL FLAVORS

HARVEST HILL

Deal Date: THROUGH INDEFINITE

Rebates Products

12% per case Juicy Juice, Veryfine Juice and Fruit2O – All flavors

HORIZON

Deal Date: THROUGH INDEFINITE

Rebates Products

$2.00 per case Horizon Organic Cheese and Stick Bites – All Products

HP HOOD DAIRY

Deal Date: THROUGH INDEFINITE

Rebates Products

$0.96 per case 12 oz. Hershey’s Low Fat Milk and Low fat Chocolate Milk

$0.96 per case 12 oz. Hershey’s Creamy Chocolate, Cookies n’ Crème and Strawberry Milkshake

$1.20 per case 10 oz. Almond Breeze Vanilla and Chocolate Almond Milk

J&J FOODS

Deal Date: THROUGH INDEFINITE

Rebates Products

5% per case Kim & Scott’s IW Flavored Soft Pretzels and IW Pretzel Melts

5% per case Mary B’s IW Biscuit Breakfast Melts

5% per case Corazona’s HeartBar Oatmeal Squares

JJ’s PIES

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.80 per case JJ’s Bakery Boxed Pies – ALL FLAVORS

J& J’s GOURMET PRETZELS

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.20 per case J&J’s Gourmet Pretzels – All Products

JIMMY BARS

Deal Date: THROUGH INDEFINITE

Rebates Products

15% per case Jimmy Bars - All Products

LIFESTYLE FOODS

Deal Date: THROUGH INDEFINITE

Rebates Products

5% per case Lifestyle Foods Fresh Food – All Products

LUCY’S COOKIES

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.15 per case Choco Chip, Cinnamon Thin, Ginger Snap and Brownie Crisp Cookie

MY GOURMET TUNA KITS

Deal Date: THROUGH INDEFINITE

Rebates Products

$3.24 per case My Gourmet Tuna Kits – All Products

NATHAN’S PRETZEL DOGS

Deal Date: THROUGH INDEFINITE

Rebates Products

$2.50 per case Nathan’s Pretzel Dogs – All Products

REICHEL DIPPIN STIX PRO2SNAX

Deal Date: THROUGH INDEFINITE

Rebates Products

4% per case Reichel Dippin Stix Pro2Snaxs – All Products

SEAPOINT FARMS

Deal Date: THROUGH INDEFINITE

Rebates Products

10% off per case Dry Roasted Edamame

$1.00 per case Beanitos and Beanitos Puffs

SILK ALMOND MILK

Deal Date: THROUGH INDEFINITE

Rebates Products

$3.00 per case Silk Almond Milk – All Products

STEAZ TEA

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.50 per case ALL FLAVORS

STOK COLD-BREW COFFEE

Deal Date: THROUGH INDEFINITE

Rebates Products

$3.00 per case 13.7 oz Stok Cold Brew Coffee – ALL FLAVORS

TAMPICO DRINKS

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.00 per case Tampico Drinks - All Products

TITAN TEA

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.50 per case Titan Teas - ALL FLAVORS

UMPQUA OATS

Deal Date: THROUGH INDEFINITE

Rebates Products

$2.00 per case Umpqua Oatmeals - ALL FLAVORS

VITA COCO – ORDER THROUGH AUTHORIZED DPSG ONLY

Deal Date: THROUGH INDEFINITE

Rebates Products

$1.00 per case 11.1 oz. Vita Coco– ALL FLAVORS

$1.50 per case 17 oz. Vita Coco – ALL FLAVORS

WELCH’S FRUIT SNACKS

Deal Date: THROUGH INDEFINITE

Rebates Products

$2.88 per case Buddy Bears, Sour Jacks, Nuclear SQWorms, Sun Maid Chocolate covered Raisins and Fisher Chocolate covered Peanuts.

$1.44 per case Welch’s School Items – ALL FLAVORS

$0.96 per case Welch’s Fruit Snacks – ALL FLAVORS except school items

$0.96 per case Gummi Factory – ALL FLAVORS

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