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# PIBH NOTES

Winter 2008 | Volume 19, Issue 1

Charese Hill, editor

## Meet Our Customer Meet Our Customer



**PIBH** is pleased to introduce you to **Connie Tyson**, Roadside Specialist II for PennDot Harrisburg. Connie lives in Mechanicsburg, PA Cumberland County. Ms. Tyson has a 32 year old daughter Tina. Connie is a Secretary for the Harrisburg Hunters & Anglers, Chairperson for a big fish contest; she also enjoys spending time with family and friends, target shooting, and watching football.

Connie has worked for the Commonwealth for 34½ years, and has been purchasing Custodial items for 25 years. Ms. Tyson told us that what she likes most about her job is traveling and inner acting with employees.

When asked what she likes best about working with PIBH, and their member agencies Connie responded by saying the staff at PIBH are great and she enjoys the workshops. Connie stated that the cooperation and communication between all agencies is how PIBH improved over the years.

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## PRESIDENT'S CORNER

Muhammad Yunus, Founder of Grameen Bank and banker to the poor won the Noble Peace Prize for his concept of micro-loans. If you know his work, it has a simple premise. More than half of the six billion people in the world live in extreme poverty with per capita incomes of less than \$3 per day. He makes micro-loans to such people so that they can earn more money. The secret is in the numbers. If he can increase the wages enough so that each of those people could afford a new pair of shoes, it will increase the sale of shoes by 3.5 billion pairs per year.



The micro jumps to macro because of the numbers.

I have often thought that many businesses and governments could not see the advantage of wealth distribution. By putting people who are otherwise unemployed to work we do not create wealth, but spending power. That leads to the sales of goods and services which should lead to more wealth. The trouble is the global economy. Since we have generally forsaken production of goods, the capital flows out of our country and into the countries who manufacture. We get cheap goods, but not compensating ways to increase our purchasing power.

In 1937, the English economist John Maynard Keynes introduced his multiplier theory. Simply put, Keynes showed that if you introduced a new dollar to a person on the edge, that dollar would be spent. The dollar would be income for the merchant. In turn the merchant would spend the dollar in fractional amounts. Some would go to the manufacturer. That would be income for it. The manufacturer would pay for raw goods, and wages and transportation. All those who had received money would spend their money and it would be fractionized again. But all those fractions added together create more income. So that one dollar, in Keynes theory, would create a four dollar increase in the Gross National Product (GNP) before it was taxed up. Even though his overall theory has often been attacked – government influence verses the free market, the math seems solid.

What happens now is opposite. A dollar is introduced. It is spent at Wal-Mart. They send 9 cents to Arkansas and 90 cents to China. A penny goes for local costs. The US fractional spending is only a dime. It increases our GNP by \$.40. China's economy, meanwhile, is soaring. It is called the global economy.

But China's strong economy is dependent on sales in the US because their wages are too low to sustain demand for their manufacturing juggernaut. Thus, the fear of world recession.

My pitch to the Commonwealth has been buying goods from PIBH keeps the money multiplying in the United States and in Pennsylvania. While it may seem prudent to buy from China and save a buck or two, capital flight will weaken our economy horribly. It is a lesson we are going to learn the hard way.

Now we are heading into a period of stagflation. For it is possible that more deficit spending to try and jump start the economy will not be effective and lead only to inflation. You remember stagflation if you lived in the 1970's. It was a rough patch. There may be a new market for WIN (whip inflation now) buttons. Other than that, we may be facing tough times as budgets are cut.

It's not good news, but it is the only news we have. Maybe tough times will show us the path. Stay strong!

**Al Baker**  
President/ CEO  
[alb@pibh.org](mailto:alb@pibh.org)

### JASON BROOKS

Please refer to Change Number 44 for some new items that we have added to the Janitorial and Cleaning Supplies LOT 1. Change effective date: 01/07/2008

XP5405-0510-005 Urinal Screen, Clean Fresh Scent, Non Para, 12/ctn \$16.12

XP6840-6650-005 Urinal Deodorant Block, Clean Fresh Scent, Non Para, 12ctn \$8.95

XP7930-0410-005 Toilet Bowl hanger, Clean Fresh Scent, Non Papa, 12/ctn \$14.42

## 2008 PIBH Catalog

**T**he 2008 PIBH Catalog is ready to go. If you would like some copies, please call 1-800-447-8860. We will get them out to you. Or just send an e-mail to [sharonr@pibh.org](mailto:sharonr@pibh.org).

If you have any questions or comments on our new catalog, please let us know.

## THE CHAIRMAN'S CORNER



As I have often written in this column, it's all about jobs. Jobs for individuals with disabilities that we serve in community rehabilitation programs (CRPs) - jobs that provide meaningful employment. Many jobs have been created in various locations for people with different skill sets and types of disabilities. Adapting jobs to make people successful is what the CRP does well.

PIBH's mission is to market and sell products made and services performed by persons with disabilities through member agencies. These opportunities are one of the ways that the member agencies can meet their mission of providing jobs

This concept of creating jobs may sound simple enough, but when you think of the dynamics that are occurring – there are considerable challenges. CRPs are involved in all of the aspects of the individuals' employment. First, they work with a variety of state, federal and commercial organizations to find employment. Then they talk to referral agencies to identify and evaluate individuals that are interested in obtaining employment or training. After a referral is made, the CRP continues to support and train the individual until they are successful. Many individuals who are successful in this process are interested in transitioning into a competitive community job. A successful placement in the community is the ultimate goal for many people, as they will be able to function independently. That success means the CRP can start the process over again with a new person.

The uniqueness the CRPs business does create challenges. CRPs are always looking for new ideas and ways to address these challenges. The following is a highlight of several upcoming programs that maybe of help to CRPs.

Office of Developmental Programs to Reconvene Quality Improvement Employment Committee ODP will be reconvening its Quality Improvement Committee on Employment, Vocational and Career Outcomes in late March and again in September 2008. The committee will continue its work in reviewing employment related policy and procedures, practices and quality management. Additional information or if interested in being on committee, contact [cdonegan@state.pa.us](mailto:cdonegan@state.pa.us)

2008 PA Community on Transition Conference Purpose of this conference is to expand the capacity of schools and community partners in promoting the successful transition of youth and young adults with disabilities to post-school outcomes of employment, training, and community participation. Penn Stater Conference Center July 23rd -25th. Details at [www.sharedwork.org/patransition](http://www.sharedwork.org/patransition).

PaTTAN Trainings The Pennsylvania Department of Education, Bureau of Special Education has a listing of all upcoming trainings. Trainings cover a wide range of topics and are provided in various locations and also via teleconferences. Visit [www.patten.net](http://www.patten.net) for details

Networks for Training and Development, Inc Trainings will be offered in the Philadelphia area over the next several months. Trainings center around employment related issues and staff training. To learn more about the training sessions, contact them at [www.networkfortraining.org](http://www.networkfortraining.org)

Peal Center Second Annual Conference The Peal Center announced its 2nd Annual Conference "Building Inclusive Communities: Making it Happen," March 11th -12th, 2008 Four Points by Sheraton Pittsburgh North. Visit [www.pealcenter.org](http://www.pealcenter.org) for details

Networks for Training and Employment, Inc. "Leaping Into the Future" Symposium May 21st -23rd, 2008. This is the ninth Employment Support Symposium. Event to be held at the Hyatt Regency at Penn Landing in Philadelphia. Visit web site for details [www.networksfortraining.org](http://www.networksfortraining.org).

Philadelphia Employment Speakers Bureau As part of the Philadelphia Vision for Employment 2010, Philadelphia MRS is looking for individuals who can speak about their successful employment experiences. If you are interested in finding out more about the bureau contact [juliab@networksfortraining.org](mailto:juliab@networksfortraining.org).

Hopefully, these above events will provide new networking opportunities. Continuing to work with others is key to creating successful employment and job opportunities for people with disabilities.

Jim Bennett  
Chairman

## Fun and Games

### LOOK

Remember to look for your name! Once again, we have hidden the name of one lucky customer. If you are that customer and you locate your name, we have a gift for you.

When you find your name, please contact Brenda Bonafair at the PIBH office and she will tell you what you've won. Brenda can be reached by phone at (717) 236-3610 ext.219 or toll free at 800-447-8860 or via email at [BrendaB@pihb.org](mailto:BrendaB@pihb.org).

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