

JWOD CATALOG

Products and Services Through The
Priority Source Program

Javits-Wagner-O'Day

Selected JWOD (NIB/NISH) Products
1999-2000



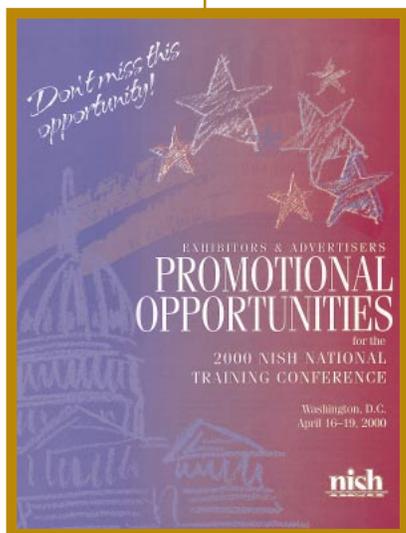
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NIB/NISH — Javits-Wagner-O'Day (JWOD)

DON'T MISS THE NISH NATIONAL CONFERENCE IN WASHINGTON, DC!

Mark your calendars now for April 16-19, 2000. NISH is coming to Washington, DC with its National Training Conference. The NISH National Training Conference will include tracks for Federal agencies, including those who are new to the Javits-Wagner-Day (JWOD) Program and those who require more advanced JWOD training. In addition to formal training, there will be many opportunities to mix and mingle informally with representatives of the nonprofit agencies that provide goods and services to you—the Federal customer!

In addition, April 18 will be dedicated to a Joint Summit Day for NISH/NIB, and the Committee for Purchase From People Who Are Blind or Severely Disabled (the three organizations that comprise the JWOD Program) to assemble together. The conference will be held at the Crystal Gateway Marriott, which is in Arlington, Virginia, just outside of Washington, DC. Please make your reservations directly with the hotel at (703) 920-3230. The Crystal City Hilton is taking overflow guests. They can be reached at (703) 418-6800. Rooms at the Federal rate will go quickly. Reserve now to ensure your spot! For further information and updates, check the NISH website at www.nish.org.



STOP BY AND SEE US AT THE NCMA WORLD CONGRESS!

Spring is the busiest time of year for the JWOD Program due to the many procurement conferences that are held at this time of year. This year is no exception. In addition to the GSA Expo and the NISH National Training Conference, NISH will have a significant presence at one of the other major procurement events of the year—the NCMA World Congress 2000, scheduled to take place April 9-12, 2000. NISH will host a session and exhibit booth at this large event which will be held at the Hyatt Regency in Crystal City, Virginia. This education conference for contracting and business management professionals from government and industry is expected to draw 2,000 employees.

NISH, in combination with NIB and the Committee, will represent the JWOD Program in the exhibit booths 143 & 144. Stop by the booth for live demonstrations of the JWOD Program's new e-commerce site, jwod.com. In addition, NISH service and outsourcing capabilities will be presented in one of the Congress breakout sessions. For more information about the NCMA Conference, visit NCMA's web site and the World Congress 2000 site located there (<http://ncmahq.org/congress2000/index.html>).



JOIN JWOD IN SAN DIEGO FOR THE GSA EXPO!

Need to get away in May? Come see us at the GSA Expo at the San Diego Convention Center in San Diego, CA on May 10-11, 2000. The JWOD Program is exhibiting at the GSA International Products and Services Expo along with many of our associated nonprofit agencies from around the country, representing a wide range of product and service expertise, including*:

AFH Enterprises
 The ARC of San Diego
 CETC Employment Opportunities
 Easter Seals of Western Pennsylvania
 Eastern Carolina Vocational Center
 Exceptional Children's Foundation
 Gateway Community Industries
 Kandu Industries
 Liberty Enterprises
 National Center for Employment
 of the Disabled (NCED)
 Occupations, Inc.
 Peckham Industries, Inc.
 Progress Industries
 The Resource Center
 Richland Newhope Industries
 Subcon Industries
 Suburban Adult Services
 Toolworks, Inc.
 ABVI-Goodwill
 Alphapointe Association for the Blind

Beacon Lighthouse, Inc.
 Blind Industries and Services of Maryland
 Chicago Lighthouse for People Who Are Blind
 or Visually Impaired
 Cincinnati Association for the Blind
 Dallas Lighthouse for the Blind
 East Texas Lighthouse/Horizon Industries
 Envision
 Industries of the Blind, Greensboro, NC
 Industries for the Blind, Milwaukee, WI
 Lighthouse for the Blind of Houston
 Midwest Enterprises for the Blind
 New York City Industries for the Blind
 North Central Services for the Blind
 Oklahoma League for the Blind
 San Antonio Lighthouse
 Seattle Lighthouse for the Blind
 Signature Works, Inc.
 South Texas Lighthouse
 Tarrant County Association for the Blind
 Winston-Salem Industries for the Blind

* This list represents those agencies that reserved booth space when this article went to press. There may be additional agencies present.

An entire section of the exhibit hall will be devoted to the JWOD Program, including NIB, NISH and their associated agencies. Products to be displayed include office products, clothing, furniture and hardware items. In addition, representatives from nonprofit agencies as well as NISH and NIB staff will be available to discuss JWOD service capabilities; for example, general and administrative support, mail management, laundry and other services available through the JWOD Program. There will also be a JWOD track on the main agenda. See you in San Diego!



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Effective Protection, USA, Inc., (a small, woman-owned business) in partnership with NISH, can now supply this product under the Javits-Wagner-O'Day (JWOD) Program. This fragrance-free product is proven to be safe, effective, non-irritating, non-toxic, non-greasy and helps to prevent and temporarily protect chafed, chapped, cracked or wind-burned skin and lips. This product can be used on all skin surfaces. It does not wash off and will last four to six hours before reapplication is recommended.

Initially introduced to the United States Postal Service (USPS), this product can be used by employees of the Veterans Affairs and other Federal agencies providing health care services. In addition to postal employees and healthcare professionals, the product also provides protection for ALL employees who may be exposed to potentially harmful or toxic substances on the job (such as mechanics, maintenance and food service workers and

exterminators). *Effective Prevention Skin Protectant Plus* has been found to provide temporary protection from occupational exposures to substances such as acids, dyes, chemicals, grease, paint, blood, urine, etc. In addition, this product contains approximately three times the amount of Triclosan (an anti-bacterial agent) found in most anti-bacterial soaps. Triclosan has been found to be effective against a wide variety of bacteria including E-coli, Staphylococcus, Streptococcus, Pseudomonas and Salmonella.

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To place an order or for more information about *Effective Skin Protectant Plus*, contact ACT Corporation, Toll Free: (877) 846-5770 or Fax: (904) 274-3478.



CHICAGO LIGHTHOUSE INDUSTRIES CELEBRATE PRODUCTION OF 3 MILLIONTH GSA CLOCK

Chicago Lighthouse Industries and National Industries for the Blind honored the General Services Administration on January 28 by presenting its 3 millionth GSA clock to Frank Pugliese, Commissioner of the Federal Supply Service, at FSS headquarters in Washington, DC.

James Kesteloot, Executive Director at The Chicago Lighthouse for People Who Are Blind or Visually Impaired, was accompanied by Daniel Lee, Director of Chicago Lighthouse Industries, in presenting the 3 millionth clock, along with NIB President Jim Gibbons, Director of New Product Development George Aarons, and Director of Public Relations Beth Yeagle. The 3 millionth clock featured the new Grand Series 24" design, with the FSS logo and dedication written on the dial face.

James Kesteloot began by thanking GSA for its support of The Chicago Lighthouse and the Javits-Wagner-O'Day program whose mission is to employ people who are blind or visually impaired by providing quality products and services for purchase by the federal government. During the dedication, individual

commemorative hardwood clocks were presented to Frank Pugliese, as well as Lee Wilson, Executive Director of the Committee for Purchase from People Who Are Blind or Severely Disabled, Carolyn Alston on behalf of Bill Gormely, Assistant Commissioner of FSS, and Gary Feit, Director of Marketing at FSS, for their support and assistance in making the wall clock product line a success at Chicago Lighthouse Industries.

Chicago Lighthouse Industries is an industrial training and employment program at The Chicago Lighthouse for People Who Are Blind or Visually Impaired, a non-profit private rehabilitation and education agency in Illinois serving children and adults who are blind, visually impaired or multi-disabled. In 1977, staff at The Chicago Lighthouse sat down for a brainstorming session to determine a product that could be made for the federal government by people who were blind or visually impaired. During the session, it was revealed that some staff members collected clocks as a hobby and one staff member had worked for a clock business. It was decided at this meeting that clocks would be worth investigating as a product for development at The Chicago Lighthouse.



At that time, clocks were being purchased through commercial suppliers, and The Chicago Lighthouse, with little capital resources, was determined to increase employment for people who are blind by developing a clock product for manufacturing at the agency.

National Industries for the Blind began to assist The Chicago Lighthouse in determining previous GSA sales on wall clocks and setting a new pricing schedule. NIB's Tech Center in St. Louis started working closely with The Lighthouse in developing a new battery-operated wall clock, securing part suppliers, and creating a manufacturing quality control program. Strict specifications were written for The Chicago Lighthouse clocks for improved accuracy over commercially available clocks. Quartz movements, which were new to the marketplace, replaced mechanical movements in an effort to meet the new specifications.

After months of research and steady determination, The Chicago Lighthouse and NIB created an 8" and 12" Bronze Wall Clock for sale to federal government customers and was given a set-aside contract.

During the first five years of production, The Chicago Lighthouse purchased clock bodies from an outside source, as well as other parts for assembly. In 1981, The Chicago Lighthouse invested in its own molds and began to make the clock bodies with its own designs. Over the next 15 years, The Chicago Lighthouse developed new products based on federal customer demands and GSA requests, including 24-hour clocks in 1990 and the addition of black and white color options for its standard 12-hour clocks in 1994.

The biggest changes, however, occurred in 1995 when GSA requested The Chicago Lighthouse to redevelop and expand its clock line with more modern designs. Though the clocks were extremely accurate, they lacked the modern appearance desired by federal customers. The Chicago Lighthouse requested the assistance of interior designers to determine its next step in product improvement, and it was recommended to include specific colors and design elements being requested by the commercial marketplace.

CHICAGO LIGHTHOUSE CONTINUED

With GSA's cooperation, encouragement and assistance, the result was a drastic change and improvement in the appearance of the federal wall clocks and an expansion of the product line. The clock frames were slimmed down from 2.5" to 1.75", and taupe and stone gray colors were offered to match modern interior design schemes. The dial face was changed to add decorative elements, and the hour and minute hands were redesigned for a softer look and molded in metal as opposed to plastic. Hardwood clocks were developed for federal customers desiring an elegant timepiece, while the Designer Series clocks were introduced as a more decorative and colorful alternative to the standard plastic clocks.

Since 1995, The Lighthouse, NIB and GSA have worked together closely to consistently meet the needs of their customers through the development of new clock products. Within the past three years alone, The Lighthouse introduced customized logo clocks that offer a federal customer the opportunity to have their military or civilian agency logo on the dial face (1997); redesigned the packaging of its individual clocks in a more retail-like style (1997); took over the existing GSA electric clock contract and redeveloped these products to match its current product design (1998); and developed new oversized interior clocks at 18" and 24" sizes (1999).

The commitment from GSA to support the efforts of NIB, Chicago Lighthouse Industries and similar JWOD agencies has secured employment for over 35 people who are blind, visually impaired, or severely disabled at Chicago Lighthouse Industries, as well as over 33,000 JWOD workers nationwide. When the 3 millionth GSA clock rolled off the assembly line, Chicago Lighthouse Industries knew it would dedicate it to its most important supporter—the U.S. General Services Administration.

History of Chicago Lighthouse Industries

THE CHICAGO LIGHTHOUSE FOR PEOPLE WHO ARE BLIND OR VISUALLY IMPAIRED was founded in 1906 by a group of women, both blind and sighted, and offered housing, clothing, and food assistance to people who were blind. As early as 1910, the agency began to focus on employment and job opportunities with the securing of small subcontracts for product assembly, such as a weaving shop for baskets.

During the next few decades, traditional tasks were replaced by a broad variety of subcontracts from private industry, which helped introduce program participants to job opportunities available in the general marketplace. These subcontracting opportunities gave birth to what is now CHICAGO LIGHTHOUSE INDUSTRIES, a modern manufacturing facility employing over 35 people who are blind or visually impaired to provide quality products to the federal and commercial marketplaces.

Chicago Lighthouse Industries has evolved and grown over the years to a professional organization with over 70 years experience in quality manufacturing.

Chicago Lighthouse Industries' mission is to provide adjustment to blindness, training, job placement opportunities and continuous employment for visually impaired individuals including those with additional disabilities. The Lighthouse assists each individual in achieving their maximum potential through the development, production and marketing of products and services that meet the

highest quality standards using modern production methods and technology.

Since 1977, Chicago Lighthouse Industries has been manufacturing wall clocks for the federal government through the JWOD program, and today offers over 40 different styles while continuing to develop new products, including its most recent nylon printer ribbon products. Chicago Lighthouse Industries is just one of 14 programs at The Chicago Lighthouse which continue to generate access to a future of independence with dignity for all people who are blind or visually impaired.





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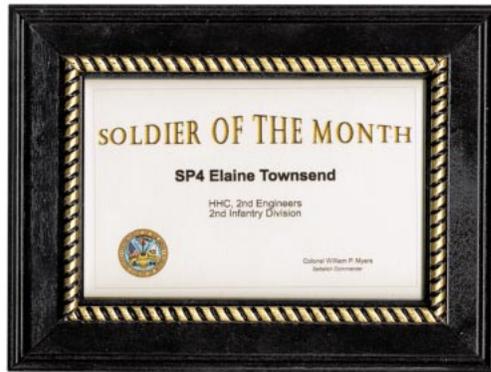


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10"x14" or 8"x10"	7105-01-458-8211	7105-01-458-8215	7105-01-458-8223	7105-01-458-8228
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