

TRI-STATE SIGN ASSOCIATION

ADVANCING THE SIGN INDUSTRY IN KANSAS, MISSOURI AND OKLAHOMA

NEWSLETTER

8th Annual TRI-STATE SIGN EXPO

Another Great Event

I want to personally thank all the Board members that helped make everything run so smoothly.

I want to thank all the Exhibitors for making the Expo worth attending.

I also want to thank the attending Sign companies.

Without the Board, the Exhibitors and the Sign companies this could not be such a **SUCCESS!**

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TRI-STATE SIGN ASSOCIATION LETTER FROM THE PRESIDENT

Greetings fellow TSSA members,

Wow! What a great 2018 Expo we just completed. As you will see in this newsletter, we recorded very high numbers in every category for Expo. Your board of directors would like to extend a big thank you to everyone who participated in making Expo such a huge success! We appreciate all the sign companies, vendors, volunteers, event sponsors and the Downstream staff, for everyone's effort in making this the best regional Sign Expo in the country.

I was fortunate to meet many new people during Expo this year. It has also been great to see many new faces getting involved on the TSSA board and with the state level boards and committees. We need to continue to add new people with fresh ideas into our association. I hope you will consider getting involved in some way this year. This association can only be as great as its membership. If we all take an active role we are sure to continue the success we have been building into the future.

Your TSSA board strives to foster ideas, networking, education, and member benefits. This year we are excited to have approved a member education reimbursement program. This program will allow member sign companies to apply for funding that will help educate and train our greatest assets; our employees. This program is still in the early planning phase. We will update you once we have more information. Please let myself, or our Exec Director Rex Montgomery, know any thoughts or ideas you would like to share that would continue to enhance our association. And on that note, I want to tell you all what a great job Rex does for TSSA. Rex has been a tremendous asset in fostering organization, stability and growth within TSSA. We are fortunate to have Rex on board and we are grateful for all his hard work.

I have had the privilege of serving on the Missouri and TSSA boards for many years now. It is an honor to serve you all as President this year. I want to thank the many people who have served so effectively before me. This is a very active and hardworking board made up of some of the best folks in our industry. I look forward to serving alongside everyone, as we continue to make a difference in our communities, our states and our industry.

Sincerely,
John Hipple
President TSSA
john@sign-designs.com



Meet Daryl Forman & Ryan Schurle, your new TSSA Board Members



I worked for Tandy Sign Co. from 1979 -1986. I started in the purchasing department and learned estimating, job costing, and then moved into sales. From 1986 -1994 I worked for Reece Sign Supply at their Houston branch. There I did purchasing, both inside and outside sales and was the assistant manager for the last three years I worked for them. From 1994-2014 I became an independent rep in the sign industry and represented many lines over the next 20 years. In 2014, I closed my rep business and went to work for Principal LED as Senior V.P. of Sales. This is where I am today.

I served on the board of the TSA from 1996-1999, on the board of the OSA from 2008-2011, and on the TSSA from 2011-2016.

I have one son, Matthew, and two stepchildren Prater, and Cassidy. I've been married to Dana now for four years. We live in Waxahachie, Texas, just south of Dallas.
Daryl Forman



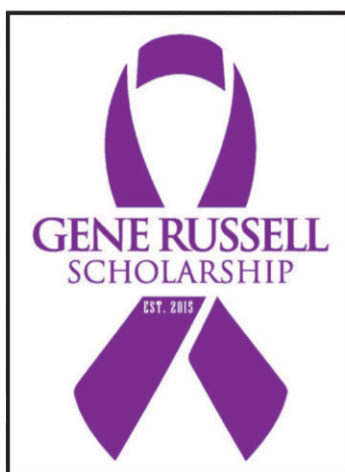
I am married to Jennifer Schurle and have two sons, Caden and Cobey Schurle (sign guys in training). I am the son of Richard & Janet Schurle and have grown up around the sign industry by whole life. After graduating from Riley County High School, I attended The University of Kansas where I received my Bachelor of Science in Education studying Sports and Business Management. Upon graduating in December of 2005, we decided to open a branch office in Eudora, KS just outside Lawrence. Since first opening our branch we have moved twice and now are located North of Lawrence and have 11 employees in Lawrence and 11 employees in Riley. I was recently named CEO of Schurle Signs Inc. and oversee the operations of both of our locations as well as estimating and sales. I am a member of the 2016 ISA Elite program, the WSA Division 4 Director and Kansas Division of the Tri-State Sign Association Chairman.
Ryan Schurle



2018 TSSA Hall of Fame Inductee JACK BRADY

TSSA GENE RUSSELL SCHOLARSHIP PROGRAM

Tri-State Sign Association
awarded \$32,000 in
scholarships this year.
Here is a list of the
recipients and a picture
of those that attended the
Tri-State Sign Expo Banquet.



Connar Basler
Sydni Basler
Savannah Bennett
Dalton Burns
Ryder Burns
Jacelyn Dawson
Jaden Dawson
Nicole Dobson

Brittany Gamber
Gabrielle Garcia
Melina Garcia
Cara Gerling
Cristin Gerling
Samuel Goodman
Kelsi Ham
Megan Hare

Chris Henderson
Gabrielle Hicks
Michelle Hovey
Caleb Janzen
Megan Kesterson
Kaylee Lind
Lillie McQueen
McCalla Medvecky

Chelsea Pechanec
Grace Proett
Caleigh Reese
Connor Ross
Jordan Vanderweide
Courtney Weesner
Ashley Williams
Haley Williams

TRI-STATE SIGN ASSOCIATION MEMBERSHIP MEANS...

Services and opportunities that will benefit you, your business, and the industry.



Benefits of Membership

- Annual Expo
- 3 Active State Boards
- TSSA Executive Board
- Gene Russell Scholarship Program
- Involvement In Local City Code Issues
- Educational Events
- Networking Opportunities
- Industry Resources
- Safety & Regulatory Compliance
- Consultation Service
- TSSA Newsletter
- Active Social Media Sites
- City Planners Meetings
- Membership Discounts
- ISA Membership



ISA MEMBERSHIP FOR SIGN COMPANIES

By joining the Tri-State Sign Association, an affiliate of ISA, you also become a member of ISA and the largest organized community of sign companies, service providers, and end-users in the world! You join others like you who are driven to succeed and committed to making your business a vibrant,

healthy and exciting part of our economy.

In addition to the benefits and services that you receive through membership in the Tri-State Sign Association, here are some of the benefits that will now be provided by ISA to all sign companies that are members of the Tri-State Sign Association:



- Two free ISA webinars per year
- Listing in the online ISA membership directory at www.signs.org
- Free sign code assistance
- Monthly ISA membership e-newsletter
- Use of the ISA Member logo
- Access to member-exclusive online content
- Discounts on education and training, publications, event registration, shipping, business insurance, credit card processing and health insurance programs



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WHOLESALE






Springfield Sign won 3 of the 4 Sign Design Contest Categories



2018 President Don Henderson



Everyone had a Good Time



The Red Carpet Entry was Great



We had a packed house for the Banquet



Megan Presenting Scholarship Awards



Greg Roesch Wins \$250. Cash One of the Four Winners!



Golfers Ready to Roll



The Work is Done, Time to Relax



Banquet Table Decorations



2019 TSSA President John Hipple and Family



Sandy, Joan & Kathy



IMPORTANT TRI-STATE SIGN ASSOCIATION DATES:



- * Sign Manufacturing Day, Oct. 5th, 2018
- * Crane Operator Certification Deadline, Nov. 10th, 2018
- * ISA Sign Expo: April 23rd - 26th at Mandalay Bay Convention Center in Las Vegas, NV.
- * 9th Annual Tri-State Sign Expo: August 8th - 10th at Downstream Casino in Joplin, Mo.

2018 TSSA Expo

Attendance Numbers

88 Sign Companies
401 Sign Co. Attendees
87 Exhibitor Booths
280 Exhibitor Attendees
420 Banquet Attendees
177 Seminar Attendees
124 Golf Attendees

Scholarship Numbers

\$11000. Platinum & Gold
\$2000. Golf Calcutta
\$16845. Live Auction
\$3482. Silent Auction
\$2345. Raffle sales
\$500. Donations
\$36172. Total Raised

2019 EXPO Booths Pre-Registered

9 Platinum
8 Gold
6 Bronze
6 Standard

EVERY MOMENT MATTERS

We appreciate your continued business! Since 1968, we've made every minute count, becoming an industry leader while committed to your success.

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CRANE

Operator Certification DEADLINE.... NOVEMBER 10, 2018

These Two TSSA Members offer this Certification

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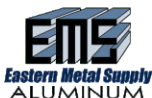
Altec

8th Annual TRI-STATE SIGN EXPO

2018 EXHIBITORS

We want to thank all the Exhibitors that make the TSSA Expo such a Success. Thanks for all you do!

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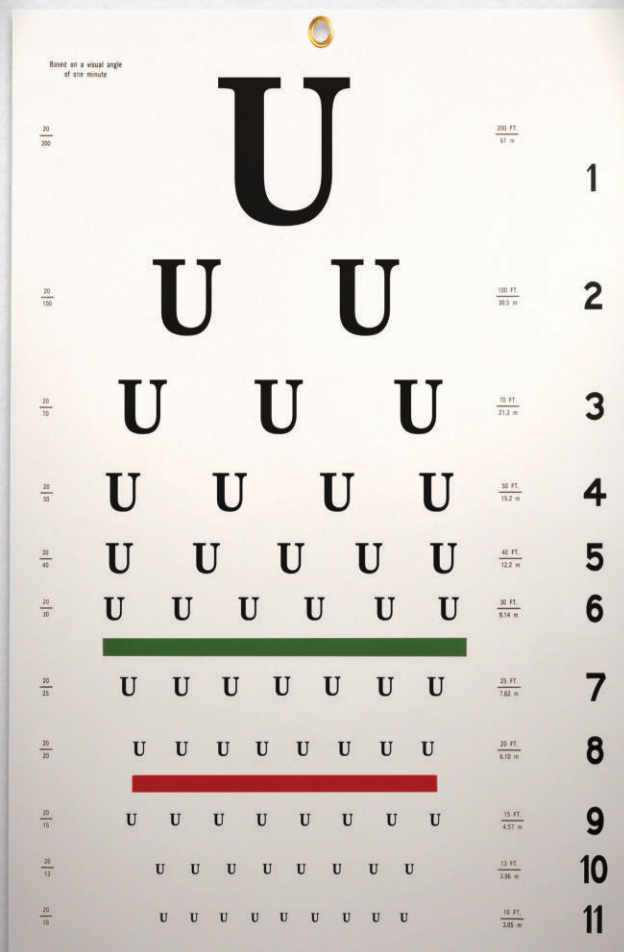
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Samsung - Prismview
SOAR and LSI Solution
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Alison Kent and Jamie Rich



Mark Granberry
Chairman of ISA

Alison is Director of Workforce Development
Jamie is Affiliate Relations Manager
They both attended the Expo and gave a seminar on How to attract, Hire and Retain Qualified Employees



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SIGN DESIGN CONTEST WINNERS

CATEGORY 1

FREESTANDING SIGNS ILLUMINATED OR NON-ILLUMINATED 100 SQ. FT. OR LARGER

Fritz's Adventure

Springfield Sign

Springfield MO

Fabricators: The Springfield
Sign Team

Designer: Chris Walker



CATEGORY 2

FREESTANDING ILLUMINATED OR NON-ILLUMINATED 99 SQ. FT. AND SMALLER

Kaleidoscope

Springfield Sign

Springfield MO

Fabricators: The Springfield
Sign Team

Designer: Wade Sanders
Dave Schridde



CATEGORY 3

ILLUMINATED OR NON-ILLUMINATED WALL SIGNS.

Vespa

Springfield Sign

Springfield MO

Fabricators: The Springfield
Sign Team

Designers: The Springfield
Design Team



CATEGORY 4

VEHICLE GRAPHICS AND WRAPS. WINDOW GRAPHICS AND BUILDING WRAPS

Storm Chasers

PerfectSigns.com

Hollister MO

Fabricators: Sara Jehle

Designer: Cory Conner



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MANUFACTURING DAY 10-5-18

See Manufacturing in Action Across America

Recruit the Next Generation of Industry Workers. Sign Manufacturing Day has become a powerful solution in helping sign, graphics and visual communications companies meet the future workforce. Taking place on Friday, October 5 in partnership with the National Association of Manufacturers, Sign Manufacturing Day offers Tri-State Sign Association members the opportunity to connect with high school, community college and technical school students and teachers.

Sign up to participate here and receive a toolkit that includes sample letters-along with other helpful resources-that you can send to area schools to invite them to tour your shop. Not sure if participating is for you? Hear from past sign company participants-some of whom have successfully hired students who participated in the event-in this recorded ISA webinar about their experience.

www.signs.org/mfgday/register.com



CRANE Operator Certification

Are Your Operators Compliant?

Are You Prepared for OSHA's Crane Safety Training Certification Requirement?

While ISA continues to work toward a legislative fix or regulatory exemption, OSHA's requirement that all crane operators be certified is still scheduled to take effect on November 10, 2018. If you haven't already taken action, Please don't put this off any longer.

The mandate requires that the operator of any crane with a manufacturer-rated capacity over 2,000 pounds be certified. In May 2018, OSHA clarified the specific ongoing responsibilities for employers to ensure employees are "qualified" to operate each piece of equipment, beyond

the third-party certification requirement. Sign companies that fail to comply may have to shut down cranes and service trucks in November-or face stiff penalties from OSHA.

This requires a significant investment on the part of companies; the rules require that companies pay for the cost of certification-not the crane operators themselves. Companies also incur the cost of time since workers will be off work for a few days to pursue training and certification.

ISA has compiled a wealth of information to help sign companies prepare for the deadline at Signs.org/crane. In addition, a webinar focusing on last-minute tips for compliance before the deadline is planned for September and will be posted online at Signs.org/crane.



MARCH 22-24 2018

Trade Show: March 22-24
Education & Networking: March 21-24

SIGNEXPO.ORG/TSSA

Book Your Rooms Now for ISA International Sign Expo® 2019 Housing for ISA International Sign Expo® 2019 is now open! ISA Sign Expo® 2019 is taking place at the Mandalay Bay Convention Center in Las Vegas, NV, Wed., April 24 - Fri., April 26, with pre-conference sessions occurring on Tuesday, April 23.

Due to growing demand and interest in ISA Sign Expo®, rooms may fill up faster than in past years. If you want your hotel of choice, don't wait and reserve your rooms now through ISA Sign Expo's® official hotel provider, onPeak.



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DATES & LOCATION OF TRAINING

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3611 N. BROADWAY AVE. WICHITA KS 67219

MISSOURI **OCTOBER 11TH - 13TH 2018**
HOSTED BY **PINNACLE SIGN GROUP INC**
505 N. GLENSTONE AVE SPRINGFIELD MO 65802

OKLAHOMA **OCTOBER 18TH - 20TH 2018**
HOSTED BY **METRO SIGN CORP**
401 N ANN ARBOR OKLAHOMA CITY OK 73127

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Nathan Dunbar from Sign Designs won the Crane Handling Contest sponsored by Altec and American Crane Operators



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DALLAS HOUSTON SAN ANTONIO EL PASO NEW ORLEANS TULSA ATLANTA CHARLOTTE

Reviews we received after the EXPO

Having personally attended almost every regional show in the country, this one is by far the best. The entire weekend is packed full of opportunities to meet existing customers and new ones. Even if I had only attended the show on Saturday, it would still be the best show in the country. We've already received an order as a direct result of the show Saturday.

Matt Ambrose, Excellart

In my personal opinion, this was the best show yet. Everything looked great and it was very well organized. The Saturday show was packed and we made some really good contacts and as a vendor, that's why we are there. Again, great job and I look forward to next year!

Richard Clifton, Eastern Metal Supply

Thank you for a great show! I had a great time and met some great people. You and your team did an incredible job putting together this show. Thank you for having us!

Kyle Biancardi, Cranes 101

I just wanted to reach out and let you know that i had an amazing time at the expo last weekend. I was able to attend two seminars on Saturday, and visit the exhibit floor. The seminars were great, with amazing presenters, and very informative. I especially enjoyed Platinum Leadership with David Watson. Really amazing seminar. All in all, a really great time! Thanks for putting this Expo together!

Mike Lavender, Signs and Wonders, LLC



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MISSOURI STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

Greetings Missouri Sign Guys and Gals, I hope you had the opportunity to join us in Joplin, at the 8th Annual Tri-State Sign Association Sign Expo. I think it was huge success as well as a lot of fun and also good break from the day to day business of a sign shop. As a part of the event the sign design contest is always a lot of fun, and I am proud to say Missouri took the top honors in all 4 categories, congratulations to Springfield Sign and Perfect Signs, on their awesome work. This is also a big year for our state as the past president passes the torch to John Hipple of Sign Designs of Joplin, as the 2018-2019 President of the Tri-State Sign Association.

We were also honored to have the current Chairman of the International Sign Association at our event this year as well as two Isa staff members who made the trip from Washington D.C. to see what we have going on. I was told that we have one of the best and largest regional sign trade shows in the country. I hope you found that it was a good time and that you maybe did a little business while you were there. As always if you didn't make it, please mark your calendars for next year to join us in August. If you did make it, make sure you invite some of your colleagues next year.

Missouri has a board meeting coming up shortly, we are planning some more exciting things for the association this year, and I will keep you posted after that meeting. As always thank you for your support of our sign association.

Sincerely,
Jason Buxton
Missouri State Division Chairman



Your Missouri Directors present at the Banquet.
Doug Lands, Jason Buxton, Julie Goodson,
Kendall Newbern and Kurt Kahmke

Jason Buxton BIO.

A little more about me, my name is Jason Buxton, I own and operate Midwest Light & Sign, Inc. in Farmington, Mo. We focus on quality and professional service and install of signage, most of our work comes as subcontracting ourselves to local and national sign companies. We operate out of 8,000 sq. ft. facility with multiple trucks, the highest reaching 110'.

I started a small sign shop with my wife in 2004 and we focused on screen printing and vinyl printing and wraps called Graphic Options. We ran that business successfully for over 14 years. As our business grew from just my wife and I to multiple employees and we started getting into lighted signs. We partnered with Midwest to do our installations. About 4 years ago Midwest was up for sale, and we were in a position to acquire them. After the purchase we have spent most of time trying to upgrade equipment and our facilities. After several successful years at Midwest Signs we decided to focus entirely on signs, and the manager of our screen print department was able to purchase Graphic Options and that business continues to grow under her direction.

I am "all in" in the sign business and am totally focused on the growth and success of my company Midwest Light & Sign Inc. We still print and cut vinyl, and do wraps, but now we can handle all the installs ourselves as well. Also over the past few years the sign association has opened more opportunities to me as well, I serve as the chairman for the Missouri Committee of Tri-State Sign Association, as well as a board member of Tri-State Sign Association and most recently a member of Affiliated Associations Council Steering Committee for the International Sign Association.

I am so blessed and grateful to be in this industry and to be serving in ways I never dreamed of.

KANSAS STATE DIVISION BOARD OF DIRECTORS

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Brandon Smith
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Cody VandeWeerd
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KANSAS STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

We had a great year here in Kansas. Everyone I talk to in the sign industry is busy. We welcomed David Vernia back to the Kansas Division after having served as Past President for TSSA. We also had Cody Vandeweerd and Brian Eliot step up for another term. We really appreciate the work they put in. I will be still be the Kansas Chairman, and will also be serving on the TSSA Board.

The 2018 Expo was a success, and with all the positive feedback we received it will just keep getting better. The only complaint we had, was the shortage of Hotel rooms. Downstream gives us over 90% of their rooms for our event. There is not another venue that can match what they offer. My advice is to book your rooms now. Use code TRI-19. The Expo has been scheduled for Aug. 8th - 10th for 2019.

The Kansas Division has had several Meet & Greets and we will continue to have them throughout the state and look to add new members in the coming months. We will spread the word of our Association and outstanding Expo and look to increase attendance from Kansas members.

Thanks,
Ryan Schurle
Kansas State Division Chairman



Your Kansas Directors present at the Banquet.
Ryan Schurle, Jeremy Johnson, Virginia Baubgartner, Brian Eliot,
Joe Leiker, Brandon Smith, David Vernia and Cody Vandeweerd



TSSA Newsletter

If you have some news that you would like to see in the newsletter, please send it to
Exec.Director@tristatesign.org.

We will try to get it in the next issue. We have three publications a year. Spring, Summer & Fall.


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Kevin Kantack
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Jesse Roberts
Reece Supply

OKLAHOMA STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

Time is really flying by this year and I can't believe summer is just about over. The Tri-State show once again was a great show with a big turnout of a lot of sign companies, vendors and guest. Thanks to all the board members at Tri-State for all their hard work and Coordination to bring another fine event to Downstream Casino.

In Oklahoma this year we had two meet and greets in Oklahoma City. These events are really enjoyable to attend and in the past I really thought the only goal was to get new members in the association. Although it is nice to have interest in joining the organizations, it is really about getting together outside of work and getting to know more about each other in a friendship relationship rather than a business one. I know each of the states do these events each year and I would encourage you to attend and enjoy the free food, drinks and companionship.

Last but not least, I would like to welcome David McNabb with Signs and Wonders out of Paden Oklahoma to the Oklahoma Division Board of Directors. I look forward to working with him, as well as the other directors over the coming years.

Sincerely
Dan Sanford
Oklahoma State Division Chair



David McNabb is the owner of Signs & Wonders in Paden, OK. He is originally from Springfield, MA, where after 6 years of experience in sheet metal, David started his career in signs in 1996 at Agnoli Sign Co. He was the lead installation/service tech when he and his wife, Luda, with their 2 children, Jason and Hannah, moved with the ministry to rural Oklahoma at the end of 2007.

In 2008, after 12 years working for sign companies in New England and OKC, David recruited his wife (who previously decorated cakes for an Italian bakery for several years) and launched Signs & Wonders. They acquired

a plotter and a 48' bucket truck, and went to work from their kitchen.

In 2012, they acquired a boom truck and began to hire. By year's end they had moved into a shop, and it wasn't long before they had multiple crews and several trucks, serving Oklahoma, North Texas and surrounding areas "with a smile".

David has a love for God and people, country life, and the sign industry. Understanding the importance of networking and associations, he enrolled Signs & Wonders in the OSA very soon after the company's inception, and is very honored to have the privilege to serve on Tri-State's Oklahoma State Division board.



Your Oklahoma Directors present for the picture at the Banquet.
Jesse Roberts, Dan Sanford, Kevin Kantack, Mark Pinion,
Cameron Gleason, Matt Hinkle and Troy Schweinberg

FALL 2018



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