

AT A GLANCE



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MANUFACTURING DAY 10-5-18
See Manufacturing in Action Across America



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INTERNATIONAL
SIGN ASSOCIATION

2018 ISA ELITE SELECTION



CRANE
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Certification

What You Need to Know.



INTERNATIONAL
SIGN ASSOCIATION

WORKING TOGETHER
TO BUILD A STRONGER INDUSTRY



August 9th -11th

**Downstream Casino Resort,
Joplin, MO.**

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TRI-STATE SIGN ASSOCIATION

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Rex Montgomery
 Executive Director
 Yukon, OK

TRI-STATE SIGN ASSOCIATION LETTER FROM THE PRESIDENT

I hope everybody is looking forward to a great year. Here at Tri-State we are working hard to get everything in place for another great Expo! We are planning some great opportunities for several different areas of the industry and look forward to bringing new faces to the Expo this year. We will start everything off with the Calcutta for the golf tournament on Thursday evening to sell off all the teams in the tournament, this is the start of the fund raising for the Gene Russell Scholarship Fund. If you have not had the opportunity to make it to the Calcutta you really need to make an attempt to get there, the auction winners that purchase the 1st, 2nd and 3rd place teams in Fridays tournament get a share of half the money raised in the Calcutta. We will have some seminars for those that do not wish to golf on Friday, then on to the Scholarship dinner and auction Friday evening, we sell out every year so try not to wait too long to get your registrations sent back.

The Tri-State Expo has grown every year and this year is not going to be any different, we have had several other organizations looking into Tri-State to see what it is that has made this one of the fastest growing Expos across the country, this is a compliment to all of the sign companies that participate in the Expo as well as our vendors, showing such amazing support has made this growth possible.

I hope this year proves to be a year of growth for you and your companies and I look forward to getting to meet more of you this year at the Tri-State Sign Expo.

Don Henderson
 President TSSA



TRI-STATE SIGN ASSOCIATION NEWS
 is a publication of the

TRI-STATE SIGN ASSOCIATION
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 Yukon, OK. 73085

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 Executive Director
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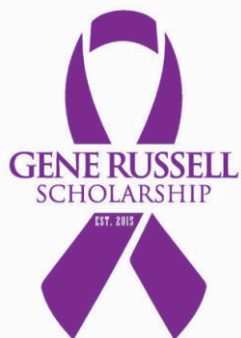
TSSA HALL OF FAME NOMINATION CRITERIA



Do you know of a Tri-State Sign Association member that should be included in the TSSA Hall of Fame? Let a board member know today if someone you know meets the following criteria:

1. Devoted to making our industry better
2. Ready to answer the call, to do what ever was required with full commitment
3. Successful in running their own business
4. Leaders in their communities
5. Provide leadership to the sign industry at the regional and national levels
6. Given to our industry generously and unselfishly of their time and resources
7. They have been influential. They have made an impact.

TSSA GENE RUSSELL SCHOLARSHIP PROGRAM



Tri-State Sign Association is proud to announce that we will be awarding \$30,000 in scholarships this year. We will announce the winners this summer and issue the Scholarships in August at the 2018 Tri-State Sign Expo Banquet.

The Tri-State Sign Association is committed to advancing the sign industry in Kansas, Missouri, and Oklahoma. The Tri-State Scholarship Program is for member firms of the Association. Owners, employees, and their spouses and dependent children may apply. This award can be used for any trade school, business school, college, or university during the Summer or Fall Semester 2018, or Spring Semester 2019.

Scholarship applications can be found on the TSSA website and must be submitted by June 1. Scholarship awards will be announced on, or about July 1, 2018 and a formal presentation of the award checks will be made during the Tri-State Sign Expo Auction and Scholarship Awards Banquet at Downstream Resort in Joplin, MO. on August 10.

During the 7th annual TSSA Sign Expo, Tri-State Sign Association awarded \$26,000 in scholarships to 26 recipients. Pictured individuals were present at the Banquet to receive their awards.



2018 MEMBERSHIP

Have you PAID?
Check our member list at
www.tristatesign.org

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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IMPORTANT TRI-STATE SIGN ASSOCIATION DATES:

- * ISA Sign Expo: March 21th - 24nd at Orange County Convention Center in Orlando, FL.
- * Oklahoma State Board Meeting: 3:00pm, April 25th, at Tyler Media, OKC, OK.
- * TSSA Board Meeting: 8:00am, May 4th, at Downstream Casino in Joplin, MO
- * Kansas State Board Meeting: TBD, late April, early May in the Wichita area
- * Missouri State Board Meeting: TBD, late April, Early May in the Springfield area
- * 8th Annual Tri-State Sign Expo Exhibitor Registrations open: April 1st
- * 8th Annual Tri-State Sign Expo Attendee Registrations open: June 1st
- * Gene Russell Scholarship Application deadline for submissions: June 1st
- * 8th Annual Tri State Sign Expo Sign Contest Entry deadline for submissions: July 1st
- * 8th Annual Tri-State Sign Expo: August 9th - 11th at Downstream Casino in Joplin, Mo.
- * Sign Manufacturing Day, Oct. 5th, 2018
- * Crane Operator Certification Deadline, Nov. 10th, 2018



EVERY MOMENT MATTERS

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CRANE Operator Certification

What You Need to Know.

The Occupational Safety and Health Administration (OSHA) requires that all crane operators be certified by November 10, 2018. Planning ahead will enable your sign business to get the training and certification needed at the lowest cost and with the smallest disruption to staff and workflow. Here's what you need to start thinking about in advance of the Crane Operator Certification rule coming into effect on November 10, 2018.

The deadline was originally set for 2014 then was pushed back twice until 2018. Could this certification requirement be delayed again or revoked?

OSHA has enacted a twelve-month extension to the compliance deadline to November 10, 2018.

A separate but related question is whether this rule could be further delayed or eliminated altogether. In the July 2017 federal Regulatory Agenda, the White House and federal agencies terminated 860 rules (469 withdrawals; 391 reclassifications to "long-term" or "inactive"; https://www.reginfo.gov/public/jsp/eAgenda/InactiveRINs_2017_Agenda_Update.pdf). The crane rule was not among those 860 included in the regulatory rollback. This suggests that the Administration sees a need for requiring crane operator certification.

ISA believes that the Administration and OSHA still intend to implement crane operator certification (and the other provisions of 29 CFR Part 1926).

MEMBER COMPANIES OFFERING CRANE OPERATOR CERTIFICATIONS DEADLINE EXTENDED TO NOV. 10, 2018 (Member discounts)



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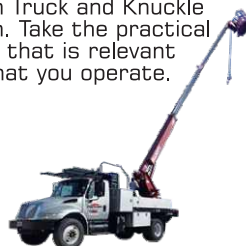
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David Buck, Direct Sign Wholesale
Jenny Lewis, Graphic Solutions Group
Jessica Perkle, Principal LED
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Trey Watts, Springfield Signs
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- Free entry (and 3 nights hotel accommodations) to all education sessions at [ISA International Sign Expo 2018](#), the sign, graphics and visual communications graphics industry's leading tradeshow.
- Unique networking opportunities with fellow sign, graphics and visual communications professionals and industry leaders.
- Two-day follow-up leadership retreat in the fall of 2018.
- 2018 participants will also have the opportunity to network with [ISA Elite alumni](#) during ISA Sign Expo 2018.

SAVE THE DATE

8th Annual TRI-STATE SIGN-EXPO

August 9th -11th - Downstream Casino Resort - Joplin, MO.

8th Annual Tri-State Sign Expo Exhibitor Registration Open: April 1st

8th Annual Tri-State Sign Expo Attendee Registration Open: June 1st

Gene Russell Scholarship Application deadline for submissions: June 1st

8th Annual Tri State Sign Expo Sign Contest Entry deadline for submissions: July 1st

Last Year's FUN!



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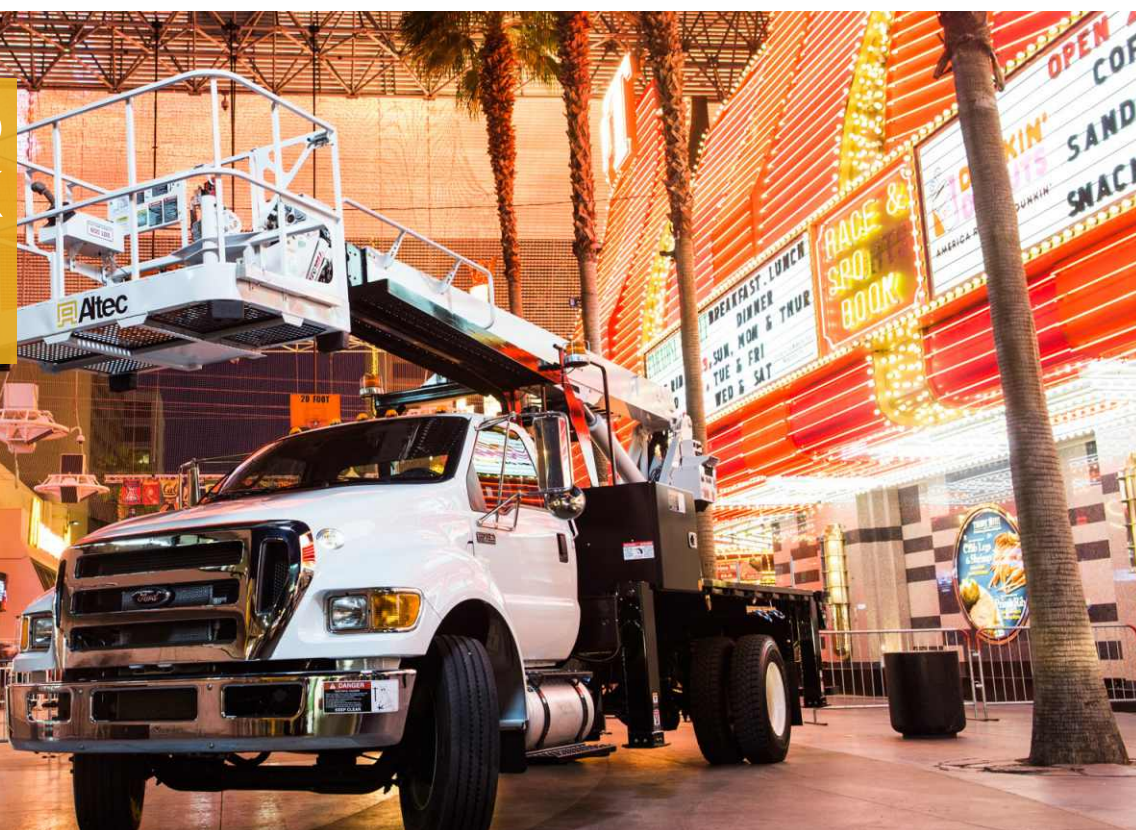
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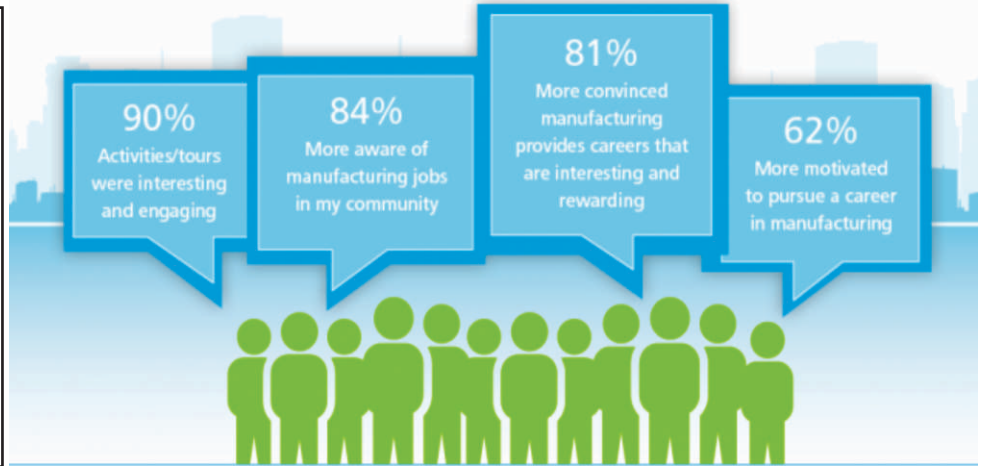
MANUFACTURING DAY 10-5-18

See Manufacturing in Action Across America

Finding and retaining qualified workers continues to be one of the most pressing issues facing the sign, graphics and visual communications industry. ISA tackles this issue through Sign Manufacturing Day. Sign Manufacturing Day brings high school, community college and technical school students into sign shops so that they can learn about the dynamic career opportunities available in our industry. Sign Manufacturing Day is held annually on the first Friday of October and is occurring this year on Friday, October 5th at sign shops across the U.S. and Canada.
www.signs.org/mfgday/register.com

TSSA Members that participated in 2017

DaVinci Sign Systems, Inc., Windsor, CO
Faces, Pelham, AL
Midtown Signs, LLC, Kansas City, MO
Midwest Light & Sign, Farmington, MO
Schurle Signs, Lawrence, KS
Stone's Signs, Saint Charles, MO
ThinkSign, Inc., Louisville, KY
Ziglin Signs, Washington, MO



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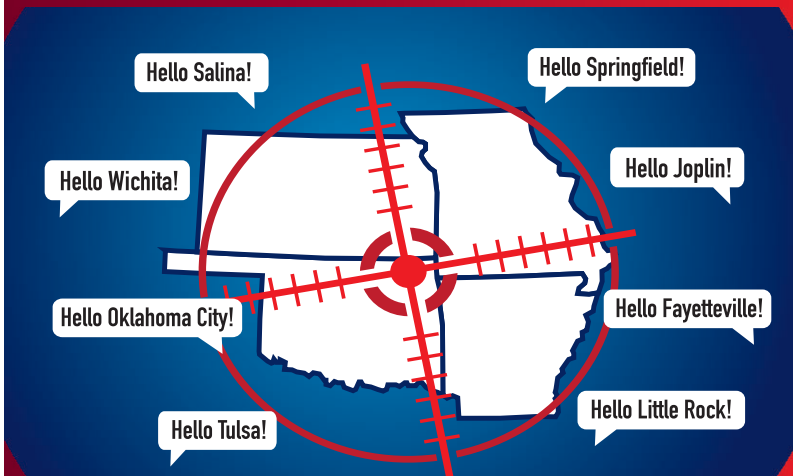


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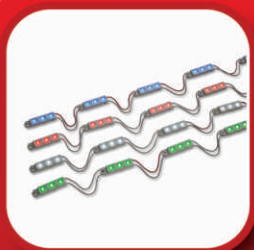


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MISSOURI STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

It's been a busy winter. In fact it's been so busy I'm late writing my quarterly newsletter for Tri State. Missouri has had two meet and greets in the last month, which I would say were successful. The first was hosted at Helen Fitzgerald's in St. Louis Missouri, with around 40 people in attendance. It was a great evening, filled with food, drinks, friends and a lot of shop talk. We got together with some old sign friends, as well as a few new companies who show interest in joining our association. The Missouri board members made sure everyone had a good time, and also expressed the benefits of joining the tri state sign association. The second meet and greet was a partnership with the Kansas Sign association, which took place at Top Golf in Kansas City. The Kansas division organized and hosted the party, but several from the Missouri Board traveled to support and share another great evening with friends in the sign business. If you haven't taken part in one of the meet and greet events, I want to encourage you to attend one. These are small informal gatherings of people from all over the sign industry. It is a great time to share resources, thoughts, dreams and even encouragement. Watch for these events on our Facebook page, or through email blasts. I look forward to meeting you at the next event!

We would like to welcome the new Missouri Division Board Directors listed below.

You are in the sign business, so I know you are busy too. The meet and greets are a great opportunity to take a break and get excited about the sign business again, and remember why you do what you do!

Sincerely,
Jason Buxton
Missouri State Division Chairman



MEET YOUR NEW 2018 MISSOURI STATE DIVISION BOARD DIRECTORS

We at Tri-State are proud to announce the new Directors for 2018. These people have decided to step up and take a part in the Tri-State Sign Association.

Each State Director works closely with the Tri-State Board To help solve problems or situations that affect their state. Each State Director signs up for a 3 year term. They must serve on a state board for at least 1 year before being able to represent their state on the TSSA Board.

This is quite a commitment. We are fortunate to have a full board in each state. This is a first and shows the growth that we are experiencing at this time. We are starting to have a more young people get involved which is great.

If you run into one of these new Directors, be sure to Thank them for their service.

Missouri Division
Julie Goodson
Impact Signs
Sedalia, MO



Missouri Division
Mike Cooper
PerfectSigns.com, LLC
Hollister, MO



Missouri Division
Doug Lands
Canedy Signs
Cape Girardeau, MO



Missouri Division
Kurt Kahmke
Payler Signs
St. Louis, MO



Missouri Division
Beau Baker
Baker Sign Group
St. Charles, MO



KANSAS STATE DIVISION

BOARD OF DIRECTORS

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Virginia Baubgartner
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Brian Eliot
The Sign House

David Vernia
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Jeremy Johnson
George Lay Signs

Kevin Himes
Miracle Signs

Joe Leiker
Commencil Sign Co.

Brandon Smith
Graphic Solutions Group

Cody VandeWeerd
Daktronics

KANSAS STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

The Kansas division is excited to welcome a few new members to our board. Please help me welcome Joe Leiker from Commercial Sign Company, Kevin Himes with Miracle Signs, and Jeremy Johnson with George Lay Signs.

We recently had a joint Meet & Greet with the Missouri division at TopGolf in Overland Park. The turnout for prospective members wasn't as strong as we hoped due to inclement weather, but a good time was had by all in attendance. I want to thank Rex for the hard work in helping organize the event and stopping by numerous shops in the Kansas City area to spread the word. I would also like to thank the companies that helped with some financial donations to help with the cost. We're planning our next Meet & Greet in the Wichita area in late April to early May.

Cindy Proett with Luminous Neon continues to contact various cities throughout the state on behalf of the association and helping the communities with changes to the sign code. Thanks to Cindy for the hard work and keeping everyone stay in the loop of prospective changes going on throughout the state.

Members throughout the state have expressed a strong 2017 and believe 2018 will be a good year. We look to add some new members before the Expo and look forward to seeing everyone in Joplin.

Thanks,
Ryan Schurle
Kansas State Division Chairman



MEET YOUR NEW 2018 KANSAS STATE DIVISION BOARD DIRECTORS

We at Tri-State are proud to announce the new Directors for 2018. These people have decided to step up and take a part in the Tri-State Sign Association.

Each State Director works closely with the Tri-State Board To help solve problems or situations that affect their state. Each State Director signs up for a 3 year term. They must serve on a state board for at least 1 year before being able to represent their state on the TSSA Board.

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If you run into one of these new Directors, be sure to Thank them for their service.



Kansas Division
Jeremy Johnson
George Lay Signs
Wichita, KS



Kansas Division
Kevin Himes
Miracle Signs
Wichita, KS



Kansas Division
Joe Leiker
Commercial Sign Co.
Hays, KS

OKLAHOMA STATE DIVISION

BOARD OF DIRECTORS

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Claude Neon Federal Sign Co.

Matt Hinkle
Tyler Sign Company

Jim Irwin
Irwin Custom Sign Company

Adam McClain
Vital Signs of Edmond

Mark Pinion
General Lighting & Sign Service

Troy Schweinberg
Metro Sign Corporation

Cameron Gleason
G&S Sign Services

Kevin Kantack
Dactronics, Inc.

Jesse Roberts
Reece Supply

OKLAHOMA STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

Hope everyone had a good winter break as spring time is fast approaching. The Oklahoma economy is picking up quite nicely and I look forward to a good year for business in our state.

I want to welcome three new Directors to the Oklahoma Board.

Jesse Roberts with Reece Supply

Troy Schweinberg with Metro Signs Corporation

Cameron Gleason with G&S Sign Services

It is awesome that we are getting younger people involved in the association. If you see these new Directors, please thank them for stepping up to do their part to help Oklahoma.

On a personal note, a couple weeks ago, we had a sewer backup in our facility that flooded the office area and a lot of the shop area. Dealing with this was an eye opening experience. The City of Tulsa agreed it was a clogged line but the insurance company is saying it was flood damage due to the rains. We do not have flood insurance so the claim will take some time to fight.

Now is the time to review your policies. Are you covered if you were to have a major problem? Do you have the funds to keep your business afloat till you collect and get back to normal?

Just thought I would give you something to think about so you don't get caught off guard. Hope everyone has a good Spring. See you at the TSSA Expo and maybe at a Meet and Greet.

Sincerely
Dan Sanford
Oklahoma State Division Chair



MEET YOUR NEW 2018 OKLAHOMA STATE DIVISION BOARD DIRECTORS

We at Tri-State are proud to announce the new Directors for 2018. These people have decided to step up and take a part in the Tri-State Sign Association.

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If you run into one of these new Directors, be sure to Thank them for their service.



Oklahoma Division
Jesse Roberts
Reece Supply
Tulsa, OK



Oklahoma Division
Cameron Gleason
G&S Sign Services
Oklahoma City, OK



Oklahoma Division
Troy Schweinberg
Metro Sign Corp.
Oklahoma City, OK

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TRI-STATE ***SIGN-EXPO***

SAVE THE DATE

**August 9th -11th
Downstream Casino Resort,
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