



ADVANCING THE SIGN INDUSTRY IN KANSAS, MISSOURI AND OKLAHOMA

NEWSLETTER



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

**IT'S NOT TOO LATE,
 SO REGISTER NOW!**

IN THIS ISSUE

Letter from the President..... Page 2

Scholarship Information..... Page 3

Membership Information..... Page 4

2018 Important Dates..... Page 5

2018 Expo Exhibitors..... Page 7

Crane Operators Classes..... Page 8

Sign Design Contest Info..... Page 8

2018 TSSA Dress to Impress.....Page 9

ISA News & Sign Mfg. Day Info..... Page 10

Kansas State News and
 Division Chair's Letter..... Page 13

Missouri State News and
 Division Chair's Letter..... Page 14

Oklahoma State News and
 Division Chair's Letter..... Page 15



INTERNATIONAL
 SIGN ASSOCIATION

WORKING TOGETHER
 TO BUILD A STRONGER INDUSTRY



Schedule of Events

Thursday 8-9

6-9 pm Welcome Reception
 7 pm Golf Calcutta Scholarship Auction

Friday 8-10

9 am Golf Tournament & Lunch,
 Eagle Creek Golf Club
 9 am-4 pm 1-Hands On Wrap Seminar
 10 am-2 pm 2-Crane Safety Operation and OSHA
 Crane Regulation for the Sign Industry
 5 pm Banquet Reception
 6-10 pm Hall of Fame/Scholarship
 Awards Banquet & Auction

Saturday 8-11

7-8 am Hot Breakfast
 8 am Tri-State Sign Association
 Membership Meeting
 9-9:50 am Educational Seminars
 3-Network Your Way to Success
 4-Show Me the Money – How to Attract,
 Hire and Retain Qualified Employees
 5-Digital Printing 'Therapy Session'
 10-10:50 am Educational Seminars
 6-Platinum Leadership
 7-How to Make Great Surveys and Enhance
 the Customer Service Experience
 8-Preparing for Active Threats in the Workplace
 11am-12:30 pm Buffet Lunch for Registered
 Sign Company Expo Attendees
 (*Lunch Ticket Required)
 11:30-3:00 pm Tradeshow
 6 pm-12 am Expo Celebration Poolside Party

TRI-STATE SIGN ASSOCIATION

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Jason Buxton
Midwest Light & Sign
Farmington, MO

Rex Montgomery
Executive Director
Yukon, OK

TRI-STATE SIGN ASSOCIATION LETTER FROM THE PRESIDENT

Hello Tri State Members,

Opening day of the 8th Annual Tri State Sign Expo is a month away. Registration has only been open a couple weeks and we already have a list of companies signed up. I want to remind everyone to get your rooms booked early, we fill this hotel every year along with our overflow hotels that have rooms blocked for our event.

I have had the opportunity to speak to several other member companies and it appears to be a great year for our industry as growth in several metropolitan areas has increased over the past six months allowing for everyone to benefit from its growth. I know in our case we have seen the growth and have spent a lot of time working with our vendors to maintain our inventory to keep our deadlines on track. Bringing the right people to the trade show and making that personal contact has proven invaluable in making and keeping these relationships with our vendors. There are many great opportunities to sit down and meet with multiple vendors as well as relax and enjoy a round of golf, get someone in a training courses and then there is the Expo itself with all of the vendors bringing countless new products to view first hand. As we do every year we will close the TSSA Expo with our Pool Party where everyone has the opportunity to mingle, dance and relax.

Don Henderson
President TSSA



TRI-STATE SIGN ASSOCIATION NEWS
is a publication of the

TRI-STATE SIGN ASSOCIATION
PO Box 852017
Yukon, OK. 73085

Rex Montgomery
Executive Director
p: (913) 305-3915
f: (913) 273-6882

exec.director@tristatesign.org

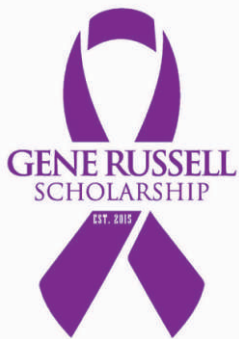
TSSA HALL OF FAME NOMINATION CRITERIA



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



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.

Tri-State Sign Association is proud to announce that we will be awarding \$32,000 in scholarships this year. Here is a list of the winners, we will issue the checks & Scholarships in August at the 2018 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

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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W H O L E S A L E






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.

IMPORTANT TRI-STATE SIGN ASSOCIATION DATES:

- * 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
- * ISA Sign Expo: April 23rd - 26th at Mandalay Bay Convention Center in Las Vegas, NV.

MEG DAY

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



CRANE Operator Certification

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2019**



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CRANE

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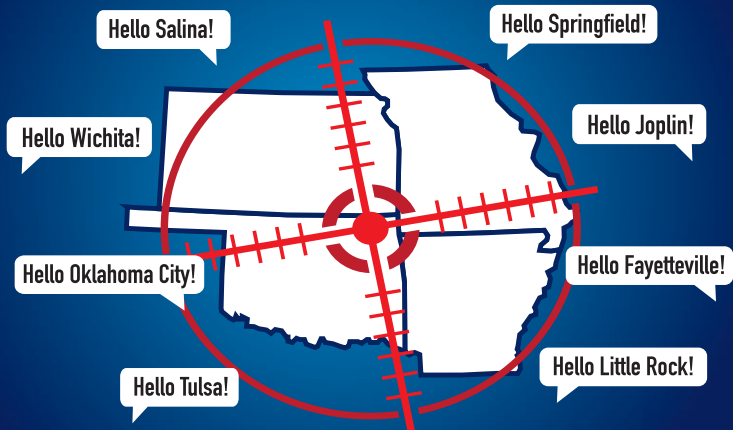


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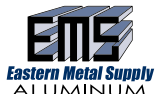


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8th Annual TRI-STATE SIGN EXPO

EXHIBITORS

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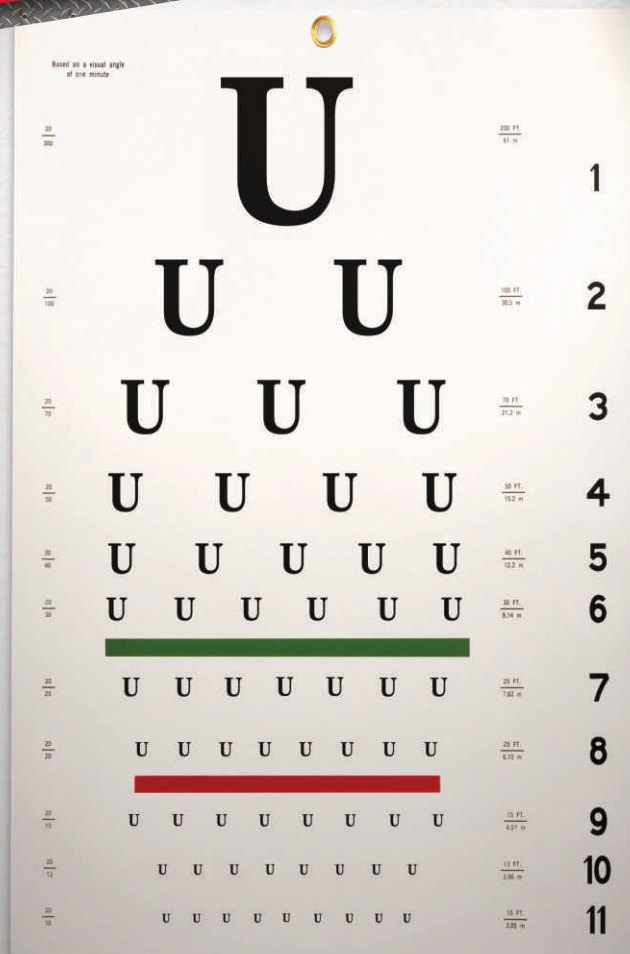
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DATES & LOCATION OF TRAINING

KANSAS

OCTOBER 25TH - 27TH 2018

HOSTED BY MIRACLE SIGNS
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

**2018 TSSA
SIGN DESIGN CONTEST**

**GO ONLINE TO VOTE
FOR YOUR FAVORITE!**

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TRI-STATE SIGN EXPO

ROLLING OUT THE RED CARPET FOR
TSSA AWARDS BANQUET & AUCTION

AUGUST
10TH

STARTS AT
6PM



Dress to Impress to celebrate the
Tri-State Sign Association's 8th Annual Awards Banquet and Auction.
Reception starts at 5:00pm, Banquet starts at 6:00pm.

THE GRAND PAVILION
Downstream Casino in Joplin, MO



MANUFACTURING DAY 10-5-18

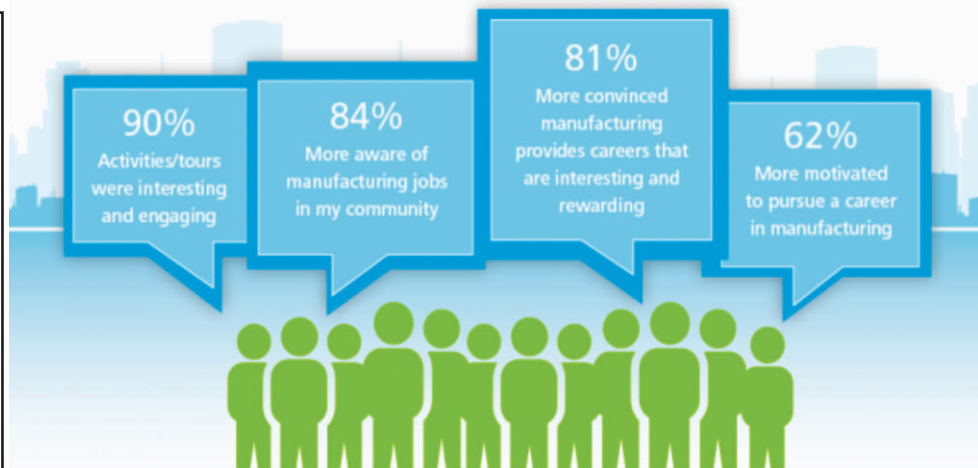
See Manufacturing in Action Across America

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



July 17 Webinar: OSHA's Updated Standards for Walking-Working Surfaces and Fall Protection

Falls are the most common cause of serious workplace injuries. In an effort to better protect employees from slips, trips and falls and reduce hazards and injuries in the workplace or on the job, OSHA has updated their standards for Walking-Working Surfaces and Fall Protection to align general industry and construction. Like all federal regulations, there are potential penalties for non-compliance. On July 17 at 2:00 PM ET, join ISA's Kenny Peskin and OSHA staff for the webinar, *Don't Fall Behind! How to Comply with OSHA's Walking-Working Surfaces and Fall Protection Standards*, to learn about the standards, how they can affect your business and how to get into compliance. The webinar is free for **Tri-State Sign Association** custom sign company members and **ISA** members and \$50.00 for non-members at Signs.org/webinars.

Attract New Employees with a Customized Video

We know how awesome the sign, graphics and visual communications industry is, but how do we make the younger generation aware of it and the variety of jobs the industry has to offer? One resource that sign companies are encouraged to use on their website or social media channels is the *"Discover a Career in the Sign & Graphics Industry"* video. The video highlights the wide array of lucrative and creative jobs and opportunities that exist within the industry and is now available in English, Spanish AND French. Plus, you can customize any version by adding your company's logo to the video. Visit Signs.org/discover-a-career to get started.

Your Summer Reading List

As summer vacations get underway, take time to catch up on the latest industry research from the **International Sign Association (ISA)** and the **Sign Research Foundation (SRF)**. From exterior digital signage and retail wayfinding, to wide format print and the economic value of on-premise signage, you'll enjoy hours of reading and learning. Plus, much of this research is free for **Tri-State Sign Association** custom sign company members and **ISA** members. Get started at Signs.org/research and signresearch.org/research.



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Erin Quirarte
Grimco, Inc.

Kendall Newbern
NextLED

MISSOURI STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

Well I hope everyone has made their hotel reservations and pre-registered for the sign show in Joplin its right around the corner. If you haven't attended before let me, persuade you to come. As a member of ISA I have set in some nationals meetings and the Tri-State Sign Expo is known as being the second largest regional show in the country and is highly talked about across the country. So if you don't take this opportunity your next option is going to an ISA show with 20,000 people. Now I love going to ISA Sign Expo and I attend every year, but I will tell you it's so big and so full of glitz and glimmer it get you pumped up about the sign business, however you may not have the time you need to talk and build relationships with your vendors or friends in the sign business. This is what Tri-State Sign Expo is all about is the networking and making friendships with the real people in your area who can actually help you. I wouldn't miss this show for anything; the Tri-State Sign Association is probably the number one thing I do that has built my business. Also if you can't wait for that we have a Meet & Great coming up at Grimco in Springfield, Mo. This is another relaxing way to make friends, vent frustrations, and learn about exciting things going on in our industry. If you can, would you please join us Thursday July 12th at 5:30 for some food, beverages, and live music, might even be a free gift or two, this is a casual event. Be sure your to book you Hotel at Downstream for August 9-11 for the Tri-State Sign Expo, and join us for the Banquet Dinner and dress to impress. I look forward to seeing old friends real soon, and making new ones.

Sincerely,
Jason Buxton
Missouri State Division Chairman



MEET YOUR NEW 2018 MISSOURI STATE DIVISION BOARD DIRECTOR

We at Tri-State are proud to announce the new Director for 2018. Darren Pearce decided to step up and be a part of 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. If you run into Darren, be sure to Thank him for his service.



Darren Pearce:
Pinnacle Sign Group, Inc.
Owner / CEO / President

Married (Lori) 2 children (Nathan 'Nate' 24 and Danielle 'Dani' 20).

Darren was born and raised in Springfield, MO. Graduated from Central Methodist College with a BS in Education and a Business Minor. He attended the university on a football scholarship.

Darren purchased Pinnacle Sign Group in January 2008

KANSAS STATE DIVISION

BOARD OF DIRECTORS

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Luminous Neon, Inc.

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The Sign House

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Kevin Himes
Miracle Signs

Joe Leiker
Commercil Sign Co.

David Vernia
The Sign House

Brandon Smith
Graphic Solutions Group

Cody VandeWeerd
Daktronics

KANSAS STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

The Kansas Division had its second Meet & Greet on June 28th in Wichita. It was a small turnout, but this allowed for a lot of one on one time with those that did show. We saw some new and old faces and did have two past members set up their 2018 membership.

The Kansas economy has been good and has seen some job growth throughout the first half of the year. We're looking for a strong second half and most seem optimistic about business. Everyone we talk with in the sign industry is so busy, they are having trouble staying on top of it.

We're excited for the expo coming in the near future and look forward to it being the best yet. If you have not signed up yet, it is not too late. Hope to see you there.

Thanks,
Ryan Schurle
Kansas State Division Chairman



We had a small turnout for our
KANSAS Meet and Greet
22 attendees
8 companies
Fun, Food, Drinks
and Networking
If you missed this one, be sure
to attend the next one.

Kansas Division Board Members
That were in attendance from Left to Right.

Rex Montgomery TSSA Executive Director
Virginia Baumgartner
Don Henderson TSSA President
Brian Eliot
Joe Leiker
Kevin Himes
Jeremy Johnson
David Vernia



OKLAHOMA STATE DIVISION

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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

Well, summer is already upon us. Time is just flying by and here in Oklahoma we skipped right over the 70 degree weather and went straight to the upper 80s and 90s. The Oklahoma economy has been heating up as well, over the first six months of the year. GDP growth is relatively strong as it is being reported for the country as a whole. It seems in our business, you are really busy and wondering how in the world you will get it all done or you are slow and wondering how you are going to keep everyone busy. Of course, I would much prefer the first problem.

And speaking of a lot to do, there are many things to do at the upcoming Tri-State Sign Expo. The list of activities and seminars for the show look tremendous. There will be some hard choices on which seminars to attend. The members of the Tri-State Board do a great job of organizing and putting this whole thing together each year and really try to ensure that all have a good time and learn something they may not have known before. I wish they could teach us how to win at the Casino!

Anyways, best wishes for the remainder of the year and look forward to seeing you at the show in August.

Sincerely
Dan Sanford
Oklahoma State Division Chair



We had a great turnout for our
OKLAHOMA Meet and Greet
34 attendees
14 companies
Fun, Food, Drinks
and Networking
If you missed this one, be sure
to attend the next one.



SUMMER 2018



P.O. Box 852017
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August 9th -11th
Downstream Casino Resort,
Joplin, MO.



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