

UPCOMING TSSA EVENTS

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WORKING TOGETHER
TO BUILD A STRONGER INDUSTRY

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Networking, Seminars & Tradeshow
August 8th -10th
Downstream Casino Resort, Joplin, MO.

KANSAS MEET & GREET and Safety Seminar

Learn as Steve Bell with Team EHS presents
(Proactive Safety Programs That Work!)

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Thursday March 28th from 6:00-9:00 pm
at Aero Plains Brewery
117 North Handley St., Wichita, Ks.
Food, Beverages & Door Prizes.

OKLAHOMA MEET & GREET and Safety Seminar

Learn as Steve Bell with Team EHS presents
(Proactive Safety Programs That Work!)

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Tuesday March 26th from 6:00-9:00 pm
at the CRABTOWN Ballroom
303 E. Sheridan Ave, Oklahoma City, Ok.
Food, Beverages & Door Prizes.



ALTEC PLANT TOUR AT ST. JOSEPH MO. FACILITY

MEET AND GREET
Boudreaux
224 N 4th St
St Joseph, MO 64501

MAY 30TH
6:00pm to 9:00pm

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MAY 31ST MAIN EVENT

ALTEC PLANT TOUR AT THE ST. JOSEPH FACILITY:

7:30 am - 2:00pm.

Design Assurance

4906 East 36 Hwy

Saint Joseph, MO 64505

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NOTICE!

We have had some membership checks
being sent to an old address.

Please review and update our TSSA contact
information in your database.

Please send all remittances to this address.

Tri-State Sign Association
P.O.Box 852017
Yukon, OK. 73085



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EVENT: Wednesday-Friday, April 24-26, 2019
PRE-CONFERENCE: Tuesday, April 23, 2019
Mandalay Bay Convention Center, Las Vegas, Nevada
SIGNEXPO.ORG/TSSA USE CODE TSSASAVE

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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

TRI-STATE SIGN ASSOCIATION LETTER FROM THE PRESIDENT

Greetings fellow TSSA members,

As I write this it is 53 degrees and sunny... in February! From talking with many fellow TSSA members we have all been dealing with a very wet winter, that has all of us ready for Spring (hopefully a dry one). As we all prepare for a busy time of year, I wanted to update you on our most recent TSSA board meeting and what opportunities and events are coming up this year.

We are already busy making plans for Expo 2019. Early booth registrations are moving along well and we expect it to be another sold out show. All Expo committees are working hard to enhance the portions of the show you already enjoy, and look into new ideas to keep Expo fresh and growing for our members.

We are very excited to partner with Altec for a tour of their plant in St. Joseph, MO on May 30th and 31st. If you haven't already done so, please get your registration sent in to Rex. We will have a multistate reception / Meet & Greet the night before the plant tour. The Altec facility is state of the art, you will enjoy seeing and hearing how they make their equipment and they will share additional information regarding maintenance, chassis and safety related issues that will benefit all who attend.

ISA Expo is also fast approaching and will be running Wednesday – Friday, April 24-26. ISA is a valuable partner with TSSA and they offer a wide variety of educational information, business resources and help with codes and regulations. If you haven't looked into the resources ISA offers in a while, I would encourage you to do so.

We coordinated a few successful crane certification courses at the end of last year. Thank you to the members that hosted those and the companies that attended. Continuing education is a big part of your member benefit and we want to make sure we are providing education that is valuable to our member companies and employees. We will also be planning some Meet & Greet social events through the year so keep your eye and calendars open for those.

If you have any ideas, questions or comments please don't hesitate to let me know. I everyone has a busy and profitable Spring!

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



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 2019 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 2019, or Spring Semester 2020.

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, 2019 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 9.

During the 8th annual TSSA Sign Expo, Tri-State Sign Association awarded \$32,000 in scholarships to 32 recipients. Pictured individuals were present at the Banquet to receive their awards.



2019 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.



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:

- ✱ Gene Russell Scholarship Applications open at this time. www.tristatesign.org
- ✱ Oklahoma Meet & Greet: March 26th 6:00 - 9:00 at CrabTown Bricktown, OKC., OK.
- ✱ Kansas Meet & Greet: March 28th 6:00 - 9:00 at Aero Plains Brewery, Wichita, KS.
- ✱ ISA Sign Expo: April 23rd - 26th at Mandalay Bay Convention Center in Las Vegas, NV.
- ✱ 9th Annual Tri State Sign Expo Sign Contest Entry opens May 1st
- ✱ Altec Plant Tour and TSSA Meet and Greet: May 30th & 31st in St. Joseph, MO.
- ✱ 9th Annual Tri-State Sign Expo Exhibitor Registrations open: April 1st
- ✱ 9th Annual Tri-State Sign Expo Attendee Registrations open: June 1st
- ✱ Gene Russell Scholarship Application deadline for submissions: June 1st
- ✱ 9th Annual Tri State Sign Expo Sign Contest Entry deadline for submissions: July 1st
- ✱ 9th Annual Tri-State Sign Expo: August 8th - 10th at Downstream Casino in Joplin, Mo.
- ✱ Sign Manufacturing Day, Oct. 4th, 2019

**EVENT:** Wednesday–Friday, April 24–26, 2019**PRE-CONFERENCE:** Tuesday, April 23, 2019**Mandalay Bay Convention Center, Las Vegas, Nevada**

TSSA MEMBERS – TAKE YOUR BUSINESS FURTHER!



ISA International Sign Expo is the only event that has everything you need to run your business. Take your business further and join 20,000 of your colleagues in the sign, graphics and visual communications industry so you can make the right connections to grow your business.

Join us in Las Vegas in April and explore the 600+ vendors offering exclusive promotions only found at this event. Discover ways to increase efficiencies in your company with products and services that'll not just increase your profit margin, but also allow you to get more done in less time and with less staff.

BIG MEMBER SAVINGS

Go big, go bold, and go further with your TSSA/ISA membership—such as discounts on your registration to ISA Sign Expo. Register today and use the promotional discount code **TSSASAVE** to receive the following:

- **Free Trade Show Pass** good for all three days of the show and includes all networking, education and programs located on the tradeshow floor.
- **Free admittance to the ISA Game Changer sessions and SRF Mega Session.**
Note: the Game Changer and Mega sessions must be selected when registering online in order to attend.
- **50% discount on ISA member pricing for ISA Education Sessions and Packages, including Pre-Conference Sessions.** Discount applies to early bird pricing if registered by March 26, 2019 and regular member pricing if registered after March 26, 2019 or onsite. Discount does not include SRF sessions or packages.

Using the code **TSSASAVE** provides you with major savings and also supports TSSA.

IT'S YOUR TIME TO BE BOLD. REGISTER NOW.
SIGNEXPO.ORG/TSSA

USE CODE TSSASAVE FOR A FREE TRADESHOW PASS.

“Women Leading the Industry” Launches

Women aspiring for elevated leadership roles in their companies can join in a new initiative, “Women Leading the Industry.” The new initiative will be launched by the International Sign Association with Sign Builder Illustrated magazine at ISA International Sign Expo 2019.

The inaugural session, “WLI – The Female Leader: Passion, Empowerment and Confidence,” will be held Friday, April 26. It will feature a panel of leaders discussing solutions to the issues that challenge women in the industry. The event will be moderated by Ashley Bray, SBI's managing editor. It also will include networking opportunities.

After ISA Sign Expo 2019, WLI and ISA will host ongoing events that encourage professional and personal growth through specific education and networking opportunities. Learn more or register at ISA Sign Expo 2019 at www.signexpo.org/womenleading.



First "Sign Industry Professional" Badges Awarded

The first Sign Industry Professional badges have been awarded to professionals who have demonstrated a comprehensive learning and an understanding of the broad skills needed within the sign, graphics and visual communications industry.

The badges are earned by those who complete 70 percent of the available subject area badges offered through the International Sign Association.

In all, nearly 70 online training courses are available, covering a range of skills from digital signage to installation. Learners can pursue individual badges in topic areas. Those who pursue a range of knowledge and receive six subject area badges earn the Sign Industry Professional badge.

The Sign Industry Professional program and ISA's online learning training in general are part of ISA's dedication to help sign, graphics and visual communications companies recruit and train workers.

To learn more about ISA's online learning and the Sign Industry Professional program, visit www.signs.org/online.

FCC Citing Businesses with Violations

The Federal Communications Commission (FCC) is citing businesses with violations because their digital signs are operating at Electro Magnetic Interference (EMI) levels not allowed under federal law and therefore interfering with the wireless spectrum. This interference can affect emergency response service as well as commercial wireless devices. These violations are usually a result of the digital signs not being in compliance with FCC regulations.



If not in compliance, the "unintentional" interference or noise from digital signs could potentially impact the operation of wireless devices in close proximity. If a digital sign is found to be in violation, the sign's owner or manufacturer may have to pay a fine and, if the sign cannot be brought into compliance, it can no longer be used.

ISA urges all sign, graphics and visual communications companies to comply with relevant federal law, including FCC regulations.

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August 8th -10th Downstream Casino Resort, Joplin, MO.

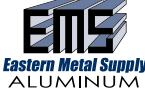
Thanks to our Exhibitors and sign company Attendees, our TSSA Expo just keeps getting bigger and better. Every year we sell out of booth spaces and have to turn exhibitors away. We rearranged things and added more booths this year. We will have close to 100 booths this year. As of Feb 26th we have already sold half the booths. Last years seminars were well attended and we are continually looking for seminar subjects that are educational, interesting and informative. If you have any subjects you would like to see, please let us know.

Downstream Casino and Resort gives us 90% of the rooms for this event, but they fill up fast, so make your reservations early. **Use code TRI-19 to register at (918) 919-6000.** The Drury Inn, Joplin Mo. also has supported our Expo and they are only 10 minutes away.

Hope to see you there!

2019 EXHIBITORS That have already Registered.

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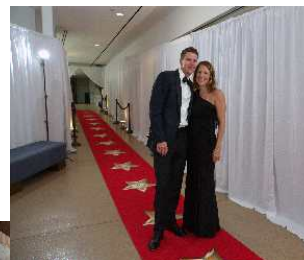
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LAST YEARS HIGHLIGHTS



2019 TSSA SIGN DESIGN CONTEST

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TSSA SURVEY

At the end of 2018 we sent out a survey to get some feedback from our membership. Here is a summary of the responses.

Most were pleased with their Membership but would like to see more regional events. Some of the events that were mentioned were, Job Fairs, Safety Training, Owners Meetings, and Educational Events.

We are trying new things at each meet and greet. With the TSSA area being as large as it is we try to have them in the more populated area. Upcoming plans for 2019 are OKC, Tulsa, Wichita, Kansas City, St. Louis, Branson and Springfield.



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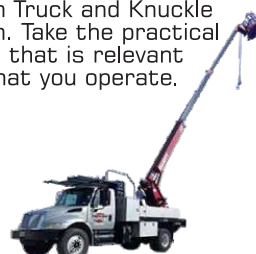
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SIGN MANUFACTURING DAY 10-4-19
See Manufacturing in Action Across America

Rally Future Workers by hosting facility tours on Sign Manufacturing Day. Finding qualified workers is one of the biggest challenges facing the sign, graphics and visual communications industry. On Sign Manufacturing Day, companies in the sign, graphics and visual communications industry host facility tours to encourage students to explore exciting and diverse career opportunities within the industry. Highlight the exciting and diverse sign manufacturing industry. Community members may join the tours to see the value of manufacturing to the economy and to get a first-hand look at the various processes involved with sign manufacturing.



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MISSOURI STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

It's been an eventful winter for most of us. My main job had been scheduling installs, most of you in the sign business, can appreciate how difficult this winter had been. Most of you, when I talk to you, are busy and have work lined up just waiting and waiting. So I anticipate a busy spring for most of us. I want to remind all of you to take a break from the daily grind, and recharge your batteries, sharpen the saw, reset, whatever phrase your fond of. Take some productive leisure time. Productive leisure is something that benefits you personally and the same time it gives you rest from your daily activities. Some events that we have going on, that could recharge your batteries or sharpen your saw, are the ISA show, Altec Tour and Meet and Greets. The ISA show is in Las Vegas again this year. This is generally the more affordable option of the ISA shows, at the end of April between Tuesday and Friday, would be a great time to step away from grind, but keep you excited and give you and your team, a new energy, new ideas, new processes, and probably even some new business connections. Check out SIGNEXPO.org, I hope to see you there. Also at the end of May we have an opportunity to get together with members of sign companies from Kansas and Oklahoma (for meet and greet event and tour) at the Altec Facility in St. Joe, who doesn't love big trucks we are going to meet up and get a personal tour of just how these trucks are built. I think this is another event that will excite you about the sign business and reenergize you again. Look for the information about this in the newsletter or on our website at tristatesign.org. So, if your spring isn't busy enough, add these activities to your schedule as well, if your spring is so busy you can't attend, well that really means you have money to attend and you need a break. Just like the Kit Kat commercial, its time to give yourself a break. See you at the events.

Sincerely,
Jason Buxton
Missouri State Division Chairman



ALTEC PLANT TOUR AT ST. JOSEPH MO. FACILITY

MEET AND GREET

LOCATION:

Boudreauxs
224 N 4th St
St Joseph, MO 64501

MAY 30TH
6:00pm to 9:00pm

Heavy appetizers
and drinks.

SPONSORED BY:



MAY 31ST MAIN EVENT

ALTEC PLANT TOUR AT THE ST. JOSEPH FACILITY:

7:30 am - 2:00pm.

Design Assurance
4906 East 36 Hwy
Saint Joseph, MO 64505

Plant tour will kick off at 8:00am. Pastries and Coffee will be served starting at 7:30am.

Altec St. Joseph campus is an ISO 9001 certified facility and is roughly 1 million SQFT under roof and sits on over 100 acres. We will watch raw steel cut and fabricated into an aerial device and visit the following departments. Electrical, Fabrication, Fiberglass, Paint, Unit assembly, Final Assembly, and Design Assurance.

Plant tour will end around 12:00 with lunch being provided. We will have a working lunch with educational presentations as follows:

- fi Service Team:** Importance of general maintenance and proper inspection procedures for aerial devices and sign crane trucks.
- fi Chassis Team:** Chassis general maintenance, common issues we see with chassis and discuss new products being launched.
- fi Safety and Training:** Requirements and training needed for aerial device and crane operators.

LODGING INFORMATION

Holiday Inn Express
816-232-2500
Rooms run at about \$90.

Fairfield Inn & Suites
816-232-2700
Room run at about \$89.

Stoney Creek
816-901-9600
Rooms run at about \$70 range with the "Altec Ratefi."

Hampton Inn
816-390-9300
Rooms run at about \$135.

Due to limited space and catering we request you register for this event.

We expect this to be an exciting tour and we appreciate Altec for this rare opportunity.

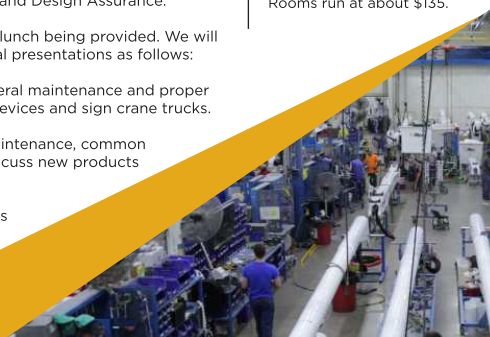
We look forward to seeing you at the Meet and Greet and the Tour. Please email your Registration to Rex Montgomery at:

exec.director@tristatesign.org

REGISTRATION

LIMITED SPACES AVAILABLE
REGISTER EARLY TO SAVE YOUR SPOT

Name:	
Company:	
Address:	
Phone:	
E-Mail:	
I Plan on Attending the Meet and Greet	<input type="checkbox"/>
I Plan on Attending the Altec Tour	<input type="checkbox"/>



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KANSAS STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

I hope everyone had a great holiday season and positive start to the new year! We've all been dealing with a lot more snow and rain this winter compared to years past, and I personally can't wait for some sunny and warmer weather. Most of the Kansas markets seem strong and lots of shops are busy or struggling to keep up.

The Kansas Board just had a meeting in Lawrence on 2/21. The Kansas Board has another Meet & Greet scheduled for March 28th in Wichita at Aero Plains Brewery, the details are listed below. We're also looking to have another Meet & Greet along with the Altec tour, which we are all excited about.

Several Kansas member sent their employees to the crane certification training organized by Tri-State Sign Association. All that passed I believe will help keep out teams working safe and within the regulations.

We're optimistic that we can gain some new members between now and the Expo in Joplin, and look forward to seeing everyone at the event!

Thanks,
Ryan Schurle
Kansas State Division Chairman



KANSAS MEET & GREET and Safety Seminar

*Learn as Steve Bell with Team EHS presents
(Proactive Safety Programs That Work!)*



*Join Tri-State Sign Association for a gathering among industry colleagues.
Meet your KANSAS State board members that represent you at TSSA.
Mingle and network with other Sign companies within your state.*

Thursday March 28th from 6:00-9:00 pm

at Aero Plains Brewery

117 North Handley St., Wichita, Ks.

Food, Beverages & Door Prizes.

*Plan now to attend and see what makes Tri-State Sign Association so great!
Bring a key employee or invite another Sign Co. to attend. This will be a fun night!*

Please RSVP exec.director@tristatesign.org (913) 305-3915



OKLAHOMA STATE DIVISION BOARD OF DIRECTORS

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Jesse Roberts
Reece Supply

OKLAHOMA STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

Another year gone and the beginning of a new one. If you're like me, January and February are tough months to get through due to the cold weather and the darkness by the time you get home. Being cooped up in the house with your "loved one" can be trying at times. I'm sure she feels the same way. That's why I love Spring and the freedom to get outside and enjoy. And speaking of Spring, the Oklahoma Division of TSSA is planning a Meet and Greet toward the end of March in Oklahoma City and another one in Tulsa around June / July time frame. Based on a survey and feedback from members that Rex Montgomery put together, everyone enjoys these events but think it would be beneficial to maybe have a short class or some type of training along with the event. For the spring Meet and Greet, we plan to have a safety training class that will hopefully be beneficial to those that attend. The Tulsa event is still to be determined. Anyway, I wish everyone the best and success in all that you do and look forward to seeing some of you at the events planned for this year.

Sincerely
Dan Sanford
Oklahoma State Division Chair



OKLAHOMA MEET & GREET and Safety Seminar

*Learn as Steve Bell with Team EHS presents
(Proactive Safety Programs That Work!)*



*Join Tri-State Sign Association for a gathering among industry colleagues.
Meet your OKLAHOMA State board members that represent you at TSSA.
Mingle and network with other Sign companies within your state.*

Tuesday March 26th from 6:00-9:00 pm
at the CRABTOWN Ballroom

303 E. Sheridan Ave, Oklahoma City, Ok.
Food, Beverages & Door Prizes.

*Plan now to attend and see what makes Tri-State Sign Association so great!
Bring a key employee or invite another Sign Co. to attend. This will be a fun night!*

Please RSVP exec.director@tristatesign.org (913) 305-3915





P.O. Box 852017
Yukon, Ok. 73085

SAVE THE DATE

August 8th -10th



Networking, Seminars & Tradeshow

**Downstream Casino Resort,
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