



# NEWSLETTER

**2020 TSSA Memberships are Due.**  
**Not sure if you PAID yours?**

**Go to [www.tristatesign.org](http://www.tristatesign.org) and see.**  
**We list all Current Members in the Member Directory. If you want to become a member or edit your contact information, let me know.**  
**I try to update the Member list Daily.**  
**Rex Montgomery (913) 305-3915**  
**[exec.director@tristatesign.org](mailto:exec.director@tristatesign.org)**

## 2019 RECAP OF TSSA ACTIVITIES

2019 was a busy year. On top of all the events listed below we had 5 TSSA board meeting this year and 5 meetings in each state with the State Boards. I want to thank all the Board members for their continued support in making our Sign Association the greatest.

Oklahoma Meet and Greet at Crabtown in OKC March 26<sup>th</sup>  
Kansas Meet and Greet at Aero Plains Brewery in Wichita March 28<sup>th</sup>  
ISA Sign Expo in Las Vegas April 22<sup>nd</sup> – 26<sup>th</sup>  
Missouri / Kansas Meet and Greet at Brewery in St. Joseph May 30<sup>th</sup>  
Altec Industries Tour in St. Joseph May 31<sup>st</sup>  
Missouri Meet and Greet at Ziglin Signs in Washington June 6<sup>th</sup>  
TSSA Sign Expo August 8<sup>th</sup> – 10<sup>th</sup> at Downstream Casino  
Mfg. Day October 4<sup>th</sup>  
APA Quad State Conference at the Hyatt in Tulsa October 9<sup>th</sup> – 11<sup>th</sup>  
Missouri Meet and Greet at Top Golf in Chesterfield October 24<sup>th</sup>  
GSG open House in Tulsa November 7<sup>th</sup>  
Oklahoma Meet and Greet at Prairie BrewPub in Tulsa November 12<sup>th</sup>  
ISA Executive Directors Conference in Alexandria November 19<sup>th</sup> – 20<sup>th</sup>

Please make it a point to attend a meet and greet this year. We try to have at least two a year in each state and sometimes have a seminar or guest speaker. These are an informal meeting of your peers and Board members joining together to just get to know one another, network and general discussions of challenges we all face daily.

Rex Montgomery  
Executive Director  
Tri-State Sign Association

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## Mark Your Calendar



**Downstream Casino & Resort**  
**August 6-8, 2020**  
**Book your rooms early, (TRI20)**  
**(918) 919-6000**

**ISA INTERNATIONAL SIGN EXPO 2020**

**ORLANDO, FL**

**WED. APRIL 1**  
**THUR. – SAT. APRIL 2-4**



**IT'S YOUR TIME TO BE EMPOWERED. REGISTER NOW.**  
**[SIGNEXPO.ORG/TSSA](http://SIGNEXPO.ORG/TSSA)**

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## TRI-STATE SIGN ASSOCIATION BOARD OF DIRECTORS

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WatchFire Signs  
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Reece Supply  
Tulsa, OK

**Jared Granberry**  
GSG  
Dallas, TX

**Rex Montgomery**  
Executive Director  
Yukon, OK

## TRI-STATE SIGN ASSOCIATION LETTER FROM THE PRESIDENT

Hello Everyone!

I hope everyone had a wonderful Holiday season. I can't believe we are several months into 2020 already! We are hearing business is in full swing already this year. I hope everyone is ready and looking forward to another successful year, I know we are.

We have some exciting things coming, one being the TSSA Elite Program. Our Missouri State Division has been working extremely hard on putting together an Elite program similar to the ISA Elite program. "The purpose for this Elite program is to cultivate and nurture leadership skills in our young members, encourage a succession plan for participation in the State and Executive Boards and continue advancement of the sign industry." Please be on the look out for this exciting new TSSA Program.

We have a TSSA Meet & Greet for Kansas on March 18<sup>th</sup> at Chicken N Pickle in Wichita Kansas from 6p – 9p. This is a great way to Network with other TSSA members and show potential new Association members the benefits of joining our fantastic Sign Association. Please RSVP yourself AND A FRIEND to [exec.director@tristatesign.org](mailto:exec.director@tristatesign.org)! TSSA will be hosting Meet & Greets in Missouri and Oklahoma in the coming months so be on the lookout for those dates; RSVP and don't forget to bring a friend.

TSSA is now accepting applications for the 2020 Gene Russell Scholarship Program. The Application can be found on the TSSA website; [tristatesign.org](http://tristatesign.org) under Member Resources. The Scholarship program is for TSSA Member Firms of the Association; Spouses and dependents. Good Luck to all that apply!

Our Executive Director, Rex Montgomery will be representing TSSA at the upcoming ISA Sign Expo held in Orlando Florida, Thursday April 2 – 4, 2020. When you register remember to use TSSASAVE when signing up and stop by and say Hello to Rex.

The TSSA board is busy preparing for the 2020 TSSA Sign Expo which will be held again at Downstream Casino in Joplin Mo., August 6 – 8, 2020. We are working hard to make this the BEST one yet. HOW ABOUT THOSE CHIEFS!!!!

Robert Harper,  
TSSA President



## Meet your New TSSA Director



**THOMAS GRUNWALD**  
Director of Sales & Key Accounts  
GLANTZ

## IMPORTANT DATES

- \* Kansas Meet & Greet at Chicken N Pickle in Wichita, KS. Mar. 18th, 6 - 9pm
- \* ISA Sign Expo: Orange County Convention Center, Orlando, Florida April 2 - 4, 2020.
- \* Missouri Meet & Greet at Blade & Timber in Kansas City, MO. May 7th, 6 - 9pm
- \* Oklahoma Meet & Greet at Remington Park in OKC. May 14th, 6 - 10pm
- \* 10th Annual Tri-State Sign Expo: August 6th - 8th, 2020 at Downstream Casino
- \* Sign MFG Day, Everywhere Oct. 2nd, 2020

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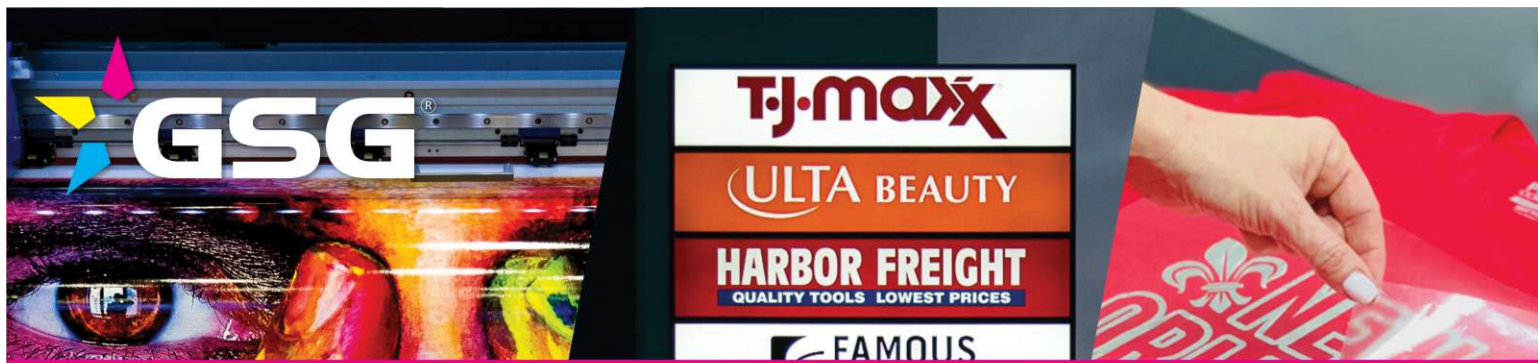
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## TRI-STATE SIGN ASSOCIATION MEMBERSHIP MEANS...

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](http://www.signs.org)
- Free sign code assistance
- Monthly ISA membership e-newsletter
- ISA offers access to a Group Health Plan
- 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

### Not sure if you are a Member?

Go to [www.tristatesign.org](http://www.tristatesign.org) and see. We list all Current Members in the Member Directory. If you want to become a member or edit your contact information, let me know.

**Rex Montgomery (913) 305-3915**  
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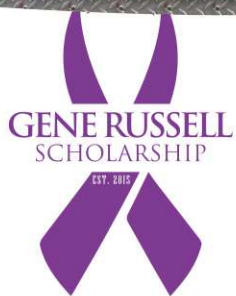
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## 2020 GENE RUSSELL SCHOLARSHIP

Applications are available at [www.tristatesign.org](http://www.tristatesign.org)

Tri-State Sign Association awarded \$42,000 in scholarships last year. We expect to award \$50,000 in 2020

### SCHOLARSHIP PROGRAM OVERVIEW.

The Tri-State Sign Association is committed to advancing the sign industry in Kansas, Missouri, and Oklahoma. The Tri-State Scholarship Program is for the member firms of the Association; 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 2020, or the Spring Semester 2021. Scholarship awards will be announced on or about July 1, 2020 and a formal presentation of the award checks will be made during the Tri-State Sign Expo Hall of Fame & Scholarship Awards Banquet at the Downstream Casino Resort in Joplin, MO on Friday, August 7, 2020.

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# 2020 TSSA Sign Expo

DOWNSTREAM CASINO & RESORT, AUGUST 6 - 8, 2020

Exhibitor Registrations are now being accepted. Go to our website to download the Registration forms.

[www.tristatesignexpo.com](http://www.tristatesignexpo.com)



**Downstream Casino Resort**  
4 MILES WEST OF JOPLIN, MO on I-44 Ext 1

**\$94/night**  
(request group rate for "TRI20")

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We have rearranged the floor plan again this year trying to create space for more booths. We have 88 booths this year and Crane Truck Parking outside.

Sign Company Attendee Registration Opens June 1st.

Rooms can be booked at this time using the Code: ( TRI20 )

## 2020 TSSA EXPO EXHIBITORS As of 2-5-2020

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# TSSA-ELITE PROGRAM

The purpose of the TSSA ELITE program is to cultivate and nurture leadership skills in our young members, encourage a succession plan for participation in the state and executive boards and continue advancement of the sign industry.

## Deadline:

- TSSA will start accepting application on March 1<sup>st</sup>, 2020
- Completed application and commitment form must be returned by email to [exec.director@tristatesign.org](mailto:exec.director@tristatesign.org) no later than April 30<sup>th</sup>, 2020.

## Criteria:

- Company of employment must be a current member of TSSA in good standing.
- Applicant must be age 21 through 35 at the time the application is submitted.
- Applicant must be currently working in the sign & visual communications industry for a minimum of two years.
- Only 1 applicant per member company/per year.

## TSSA Elite Acceptance Includes:

- Free registration and full access to all events at the upcoming Tri-State Sign Expo.
- Free lodging at the upcoming Tri-State Sign Expo. Single room for 4 nights per individual.
- Certificate and recognition at the Expo Banquet.
- Upon arrival to the scheduled educational meetings, lodging and meals will be covered. Additionally, we would reimburse up to \$100 for travel (based on submitted receipts).
- Successful completion of the TSSA Elite program would result in a letter of recommendation for the ISA Elite program.

**Download the Application forms from our website.**

[www.tristatesign.org/member-resources/2020-tssa-elite-program/](http://www.tristatesign.org/member-resources/2020-tssa-elite-program/)

### Cindy Proett, Municipal and Community Coordinator - 2019 Activities Overview



Cindy is employed by Luminous Neon and helps city planners throughout KS. with their sign codes. She represents the Kansas Sign Industry as a whole.

- Helped man the TSSA booth at the Quad-State American Planners Assoc. conference in Tulsa
- Presented sign industry tours for school, civic and community groups
- Following code & regulation change trends across the country
- Participated on ISA Planner Outreach Sub-committee
- Attended TSSA Meet & Greet
- Attended the ISA convention in Las Vegas
- Met with Mark White, attorney/consultant for sign industry
- Met with Foster Design Associates to discuss their work in various communities
- Worked with Hutchinson to modify new requirement for stamped engineered drawings
- Worked with Overland Park on sign code allowance prior to new code adoption
- Working with Goddard and business community for compromise on amortization policy
- Hosted a visit by Kenny Peskin
- Actively consulted on sign code topics with 24 cities and chambers of commerce in KS.
- Reset focus on planners, planning commissions and chambers of commerce

## **OSHA Planning to Increase Enforcement on Crane Operator in early 2020**

Over the past few years, TSSA and ISA have been telling sign companies about new requirements for crane operators. Though the deadlines for compliance have occurred in the last two years, few sign companies have encountered enforcement by OSHA inspectors.

But ISA expects enforcement to ramp up significantly in early 2020. The reason for this increased enforcement is that OSHA often needs time after the effective date of a regulation to draft internal policies, compliance manuals, and to train its inspectors and enforcement personnel who are based in the regional OSHA offices. In November 2019, the head of OSHA's Directorate of Construction spoke to a key conference of construction training personnel; he forecast that by January 2020 the agency would complete their Compliance Guide that will assist OSHA compliance officers in their application of the requirements on construction sites across the country.

Once the Compliance Guide is distributed, OSHA inspectors will move forward in asserting the federal Cranes in Construction standard and applying it uniformly across all regions.

**What sign companies should know** The Cranes in Construction rule is a massive document, with numerous provisions that have been adopted in stages since 2010. For sign companies, the two most significant deadlines were November 2018 (third party certification of crane operators) and February 2019 (employer evaluation of crane operators). A key part of both these deadlines is requirements to maintain documentation of compliance that is available on the worksite upon request by an OSHA officer. If a sign company's personnel are not compliant in 2020, OSHA will not accept the claim that the sign company/employer did not have enough advance notice to obtain certification or complete the employer evaluation. At this point, all employers will have had at least one year after the effective date to ensure compliance.

**Available resources:** ISA has developed many resources ([www.signs.org/crane](http://www.signs.org/crane)) that explain the rule and answer common questions. ISA has developed a free Evaluation Form template that can help an employer assess their employees. ([https://pages.signs.org/hubfs/ISA Crane Evaluation Form.pdf](https://pages.signs.org/hubfs/ISA%20Crane%20Evaluation%20Form.pdf)) ISA also has hosted numerous webinars on the topic; these webinars are archived and are free to access for ISA/affiliate members. (Crane operator certification: <https://member.signs.org/shop/KgProduct?id=01t41000005AYOCAA4>; Employer Evaluation of Crane Operators: <https://member.signs.org/shop/KgProduct?id=01t2M00000688fWQAQ>). ISA staff is available to answer additional questions ([Kenneth.peskin@signs.org](mailto:Kenneth.peskin@signs.org))



## **MANUFACTURING DAY 10-2-20**

**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 2 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](http://www.signs.org/mfgday/register.com)**



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2020**

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PRE-CON

WED.

**APRIL 1**

EVENT

THUR. – SAT.

**APRIL 2-4**

# EMPOWER



## TSSA MEMBERS — GOT PLANS TO EMPOWER YOUR BUSINESS IN 2020?



ISA International Sign Expo® is the only event that has everything you need to grow your business. Empower your company, employees and yourself to find the right connections with 20,000 of your colleagues in the sign, graphics and visual communications industry.

Join us in Orlando in April to interact with the 600+ vendors **offering exclusive deals & incentives 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

Your TSSA/ISA membership offers discounts on your registration to ISA Sign Expo. Register today and use the promo 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.** Note: the ISA Game Changer 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 4, 2020 and regular member pricing if registered after March 4, 2020 or onsite. Discount does not include SRF sessions or packages.

Using the code **TSSASAVE** provides you with major savings and the tools to empower your business throughout the year!

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## Crane Operator Certification Classes

American Crane Operators and G&S Sign Services Held a Crane Operator Certification Class in February. They had 10 Operators from 3 TSSA Member companies participate in the class. The companies were, G&S Sign Services from Oklahoma City, Arrow Sign from Lawton, and Acura Neon from Tulsa. A Special Thanks goes to, Travis Good with American Crane Operators and Jim Gleason with G&S Sign Services for organizing this event.



## OKLAHOMA MEET & GREET

Thur. May 14th 6:00-10:00pm, Food, Beverages & Door Prizes

Email [exec.director@tristatesign.org](mailto:exec.director@tristatesign.org) for more info & RSVP.

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



**Remington Park, 1 Remington Pl., OKC. OK. 73111**

## OKLAHOMA STATE DIVISION BOARD OF DIRECTORS

**Troy Schweinberg, (Chair)**  
Metro Sign Corporation.

**Matt Hinkle**  
Tyler Sign Company

**Chris Krohn**  
A-Max Sign Company

**Mark Pinion**  
General Lighting & Sign Service

**Chris Henderson**  
Metro Sign Corporation

**Cameron Gleason**  
G&S Sign Services

**David McNabb**  
Signs and Wonders

**Kevin Kantack**  
Daktronics, Inc.

**Jesse Roberts**  
Reece Supply

## ISA Elite Class of 2020

Chris Henderson from Metro Sign Corporation was the only recipient from a sign company in the Tri-State Region.

Chris is what this program is all about. He has been in the sign industry since High School. He has continued taking courses that will advance him in the business. He has worked in about every department at Metro Sign. His current position is Inventory Control and purchasing.

We want to congratulate Chris and thank Metro Sign for accepting the responsibilities that come with having an ISA Elite member from their facility.



## OKLAHOMA STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

Happy New Year! I think there is supposed to be some witty saying about the vision of 2020 or seeing the positive of 2020. I don't know if we are witty, but we sure do SEE good things coming up in the industry here in Oklahoma.

In November, we hosted our first Meet and Greet in Tulsa and scheduled our next Meet and Greet in Oklahoma City. Our emphasis on the Meet and Greets this year is to build new membership while giving attendees a great networking opportunity. As well as to provide a guest speaker for industry specific knowledge. We really encourage not only our Oklahoma members but also our neighbors and prospective members to come see what we are all about.

The Tulsa Meet and Greet was held at Prairie Brew Pub on November 12th with a meeting beforehand. That event had: 47 attendees from sign companies and vendors alike. 3 Kansas members in attendance, including Kevin Himes and Robert Harper, our TSSA President. A great presentation by Principal LED around LED retrofits, the same day UL announced standards for converting signs in the field.

The next Meet and Greet is in Oklahoma City on May 14th and is at Remington Park. Our speaker for this event will be Joel Garcia, Manager of Streetcar Operations with the Oklahoma Streetcar, who will be there to talk about the new streetcars in downtown OKC and how it affects our industry. If you have worked around the streetcars you know this topic will be important to how we interact with this group in the future.

I encourage you to invite a friend and bring your team to the Meet and Greets and Expo. We strive to be a working board at both the state and tri-state levels and need your involvement to keep TSSA the strongest regional board in the country. I look forward to meeting you and would love to hear what you think our biggest challenge as an industry is going forward.

Sincerely  
Troy Schweinberg  
Oklahoma State Division Chair



## KANSAS STATE DIVISION BOARD OF DIRECTORS

**Ryan Schurle, (Chair)**  
Schurle Signs, Inc.

**Virginia Baumgartner**  
Luminous Neon, Inc.

**Brian Eliot**  
The Sign House

**Jeremy Haigler**  
George Lay Signs

**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

Tri-State Sign Association 2020 is here! Many members are reporting great results from 2019 and plan to continue the momentum into 2020. Employee training has been a big emphasis and I encourage all of you to check out the ISA Online Training. They have recently added some new courses and they can help all aspects of your business continue to learn and get better.

The Tri-State board is hard at work starting to plan the 2020 Sign Expo and it will impress everyone in attendance. We've successfully grown over the years with the help from everyone involved. Over the years we've successfully brought on new board members with new fresh ideas, and that's one thing that has contributed to our continued success. On that note, Jeremy Haigler was added to the Kansas Board recently and we're excited to have him on.

The Kansas Division has scheduled a Meet & Greet coming up at Chicken N Pickle in Wichita KS. on March 18th from 6:00pm - 9:00pm. We invite all to attend and look forward to seeing some new faces and reconnect with some familiar faces.

Thank You,  
Ryan Schurle  
Kansas State Division Chair



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

## KANSAS MEET & GREET

Wed. March 18th 6:00-9:00pm, Food, Beverages & Door Prizes

Email [exec.director@tristatesign.org](mailto:exec.director@tristatesign.org) for more info & RSVP.



# Chicken N Pickle, 1240 N. Greenwich Rd., Wichita, Ks.

## MISSOURI STATE DIVISION BOARD OF DIRECTORS

**Jason Buxton, (Chair)**  
Midwest Light & Sign Inc.

**Julie Goodson**  
Impact Signs, Awnings, Wraps

**Doug Lands**  
Canedy Sign

**Kurt Kahmke**  
Payler Signs

**Beau Baker**  
Baker Sign Group

**Darren Pearce**  
Pinnacle Sign Group, Inc.

**Michael Kerber**  
Grimco, Inc.

**Zachery Martin**  
Altec Industries

**Steve Amrein**  
UFB Fabrication, Inc.

## MISSOURI STATE DIVISION REPORT LETTER FROM THE CHAIRMAN

In Missouri, the board has been very busy working on some great new benefits for all Tri State Sign Association members.

Everyone can take advantage of our very own TSSA Elite Program. What is an elite program? The TSSA Elite, is for people 21-35 in the sign industry who might need a leg up and some mentoring from our industry. ISA and other associations have similar programs like this and now we can take advantage of this great opportunity right here in our Tri-State region. The Missouri board took this on as their project and I want to personally thank Doug Lands, Zach Martin, and Kendall Newburn for working so many hours to put this together. Please see more details on this program in this newsletter and encourage any of your staff to apply for this awesome opportunity. I have personally had an employee go to the ISA Elite program and it took him from just another employee, to a dedicated team member that is so focused on growing our business as well as the industry.

There is also a Meet & Great event planned for Kansas City in May. We want to bring in some new people to our group and meet up with some old friends to do some axe throwing. Plan to be there and bring a fellow sign shop to the meeting and lets max this event out. If you're in Missouri and you want more information about any of these events or joining TSSA, reach out to me personally and I will be happy to be your friend and help.

Sincerely  
Jason Buxton  
Missouri State Division Chair



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

## MISSOURI MEET & GREET

Thursday May 7th 6:00-9:00pm, Food, Beverages & Door Prizes

Email [exec.director@tristatesign.org](mailto:exec.director@tristatesign.org) for more info & RSVP.



**Blade & Timber KC, 1303 Baltimore Ave., Kansas City, MO. 64105**

SPRING 2020



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