

Save the Date

TRI-STATE SIGN EXPO AUGUST 8-10, 2023

Downstream Casino Resort, Joplin, MO

**TSSA EXPO IS MOVING TO THE HARD ROCK CASINO IN TULSA IN 2024!
JOIN US FOR OUR LAST YEAR AT DOWNSTREAM IN JOPLIN!**

FOR MORE INFORMATION, VISIT TRISTATESIGN.ORG, CALL (913) 305-3915, OR CHECK US OUT ON FACEBOOK OR TWITTER!

Enter the TSSA Sign Design Contest for Monthly Prizes and Bragging Rights!
Check out the March through May Winners in this issue!

Meet THE Elite

TSSA ELITE CLASS 2023-2024



Karly Gordon
IDENTITY GROUP
WICHITA,
KANSAS



Nathan Bruffett
SPRINGFIELD SIGN
SPRINGFIELD,
MISSOURI



Ryan Hicks
ADMIRAL SIGNS
CAPE GIRARDEAU,
MISSOURI



Tabatha Moore
BLUFF SIGNS
POPLAR BLUFF,
MISSOURI



Renato Pinto
COL ELECTRIC
PITTSBURG,
KANSAS

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ADVANCING THE SIGN INDUSTRY IN
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GENE RUSSELL SCHOLARSHIP



LETTER FROM YOUR PRESIDENT

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REX MONTGOMERY EXECUTIVE DIRECTOR

Yukon, OK

Greetings,

Summer is here! Hopefully everyone is enjoying the nice weather and has a few good vacations on the calendar.

With the interest rates on the rise we are seeing a bit of a slow down in business, but I think it will be short-lived and we'll all see a flood of work coming soon. It's a good time to do work around the shop that's been put on the back burner and increase training for your employees. Don't forget all the ISA online training available and the great opportunities. Tri-State offers at the expo.

The expo this year will be a little bit different with it being during the week and I'm confident will still have a great turn out and it will be the best one yet. I want to personally thank Rex and the entire Tri-State board for all the hard work they've been doing on the expo this year and looking forward to the years ahead. Keep in mind next year we'll be at a new facility in Tulsa, Oklahoma. Hard Rock Hotel and Casino is a fantastic venue, and the change of scenery is exciting.

Keep working hard and supporting our suppliers and I look forward to seeing everyone in Joplin at the expo in August.

Ryan Schurle - TSSA President, Kansas Chairman, Schurle Signs



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DAY**



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Not sure if you are a Member?

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We list all Current Members in the
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Rex Montgomery (913) 305-3915
exec.director@tristatesign.org



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SIGN DESIGN CONTEST

MAY WINNERS!



MakeKings LLC - Justin Schacknes
Pylon - JW Cobb's Family Restaurant



Ziglin Signs - Pat Burton
EMC - Southern Bank



Ziglin Signs - Eric Adcock
Channel Letters - Bob's Wine Shop



Impact Signs - Evan Stratton
Wrap - Bryant Paver Motorsports



AllStar Customs - Esteban
Monument - Farm Credit Western Ok.



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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
- 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

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**TRI-STATE SIGN EXPO
AUGUST 8TH - 10TH 2023**

DOWNSTREAM CASINO RESORT, JOPLIN, MO.

SCHEDULE OF EVENTS

Tuesday 8-8

8am-5pm Crane Operator Certification Class
6-9pm Welcome Reception
7pm Golf Calcutta

Wednesday 8-9

8am-5pm Crane Operator Certification Class
9am Golf Tournament & Lunch,
Eagle Creek Golf Club
9am-4pm Hands On Wrap Seminar
5pm Banquet Reception
6-10pm Hall of Fame/Scholarship
Awards Banquet & Auction

Thursday 8-10

7-9am Hot Breakfast
8am Tri-State Sign Association
Membership Meeting
9-9:50am Educational Seminars
10-10:50am Educational Seminars
11am-1:00pm Buffet Lunch for Registered
Sign Company Expo Attendees
11:30am-3:00pm Tradeshow

Golf Calcutta

Tuesday, Welcome Reception 6:00 - 9:00 at the Osotory Courtyard
Food and Drinks start at 6:00. The Calcutta Auction starts at 7:00



TRI-STATE SIGN EXPO GOLF TOURNAMENT

Wednesday, 9:00am

**SHOTGUN START — 4 PLAYER SCRAMBLE FORMAT
LIMITED TO THE FIRST 120 ENTRIES**

Lunch will be served and Awards presented at Banquet
To play, please complete golf section of registration form



GENE RUSSELL HALL OF FAME / SCHOLARSHIP AWARDS BANQUET & AUCTION

Wednesday, Reception 5:00 - Banquet 6:00 - Auction 8:00

We will start out with a reception then start at 6:00 with recognizing the TSSA Board and the State boards.
We will start serving dinner at 6:30. Around 7:15 we will recognize a few people and give out some awards.
At 8:00 we will begin the Auction.

TRI-STATE SIGN EXPO TRADE SHOW

Thursday 11:30-3:00

Now for the BIG SHOW. We have over 70 booths set up with everything you need to be successful in the sign industry.
Please take your time and visit every booth. They are here for you and they need you as much as you need them.

Come and see over 70 Exhibitor Booths and mingle with other Sign Companies.
Register at www.tristatesign.org or contact exec.director@tristatesign.org

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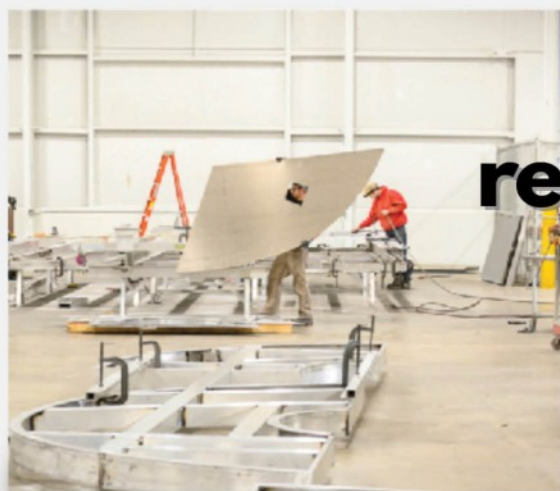
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LETTER FROM THE ELITE CLASS

Summer is in full swing, and our August trade show is just around the corner! While many of us are chronically busy and could always use a few extra days in the year, there are some things you just have to slow down and make time for. One such thing is a tour of the St. Joseph Altec plant. If you have not been, I would highly recommend it! A few weeks ago, Altec was gracious enough to take Tri-state members and the Elite class on an in-depth tour of their entire facility. Our tour guides were knowledgeable about all aspects of the process and had interesting information to present about each area in the plant. The cleanliness, organization and efficiency were impressive, and after seeing the process it is no wonder Altec is a leader in their industry.

Altec's plant was a great resource to inspire process optimization ideas, organizational strategies, and manufacturing standards. Opportunities like the Altec tour are exactly why I love being a member of the Elite program! There is so much potential in regularly bumping elbows with industry leaders and getting career mentoring from seasoned professionals. Tri-State is a great platform for learning and developing diverse connections, and the Elite program is essentially a concentrated version of this platform. Our Elite group is diverse in expertise making it so much fun to hear everyone's different perspective

on common industry issues.

In my opinion, getting a first-hand perspective from multiple different people in an organization is crucial for a smooth-running company. It is easy to get tunnel vision if you are only surrounded by fellow salesman, or only discuss problems with fellow fabricators, or solely bounce ideas off your fellow project managers. I love seeing a project make its way through a shop from sales all the way down to installation. When each department knows what the other departments do to bring a project to fruition, there's much more comradery and more seamless transitions. The Elite program provides an invaluable opportunity for this sort of cross section of knowledge. With each member being in a different position within a different sign company there is wonderful diversity in knowledge and expertise.

Being in Tri-State and especially the Elite program has given me opportunities for growth of career and perspective. The Altec tour was just one of many of these types of opportunities. After being in the Elite program for almost a year, I now have a greater understanding of how much really goes into each step in the signage process. I can appreciate each person playing a role in the completion of a project, from permitting down to shipping. Being surrounded and mentored by a diverse group of industry professionals has grown my connections and resources and has deepened my love for this crazy industry!

Follow us on  **Instagram** @tri_state_sign_association

Emma Schrag
2022/23 Elite Class Member
Springfield Sign

**TRI-STATE
SIGN-ASSOCIATION**

Monthly
SIGN CONTEST

CABINET | PANEL | CHANNEL LETTER | MONUMENT | WRAP | EMC | PYLON

Show us what you've got!

ENTER BY **15th** WINNERS ANNOUNCED **30th**

SCAN HERE 

OR SEND TO: TSSASIGNCONTEST@GMAIL.COM

April WINNERS!



Springfield Sign - Benjamin Blauvelt
Channel Letters - The Wall



Schurle Signs - Erika Bisnette
Pylon - Bert's Travel Center



Bluff Signs - Andrew Freeman
EMC - Hurricane Express



Schurle Signs - Ryan Schurle
Cabinet - Riverside



Bluff Signs - Tabatha Moore
Wrap - Shoal Runner



Bluff Signs - Justin Hoon
Panel - Advantage Home Care

EXPO NEWS

2023 SEMINARS - RESERVE YOUR SPOT!

TUESDAY 8/8 & WEDNESDAY 8/9

Seminar 1 - 8:00 am - 5:00 pm both days (\$1500.00 - box lunches included)

Crane Operator Certification presented by Altec Industries - Sign up early to get your space reserved! Training lead by long time TSSA members American Crane Operators - Limit to first 20 entrants

WEDNESDAY 8/9

Seminar 2 - 9:00am - 4:30 pm (\$99.00 - box lunch included)

Vinyl wrap class presented by GSG U - Instructed by professional installer and teacher Jeff Wagner with J3 Industries. Limit to first 12 entrants

THURSDAY 8/10

Seminar 3 - 9:00 am

Flexible LED Tubing and Color Changing LED's - Look at the latest options in replacing Neon with Flexible led and explore the world of color change LED's and how you can incorporate more of this product in your business (Presented by: Doug Driscoll and Adriaan Swanepoel, G2G Led)

Seminar 4 - 9:00 am

Better Quality and Better Production from Your Sales Team - This seminar will focus on strategies to help get the most out of your sales team (Presented by: Michael Kerber, Grimco)

Seminar 5 - 9:00 am

Vinyl Installation Techniques and Tips #1 - All of our businesses rely on quality vinyl installation. This seminar will focus on proper installation of vinyl in many applications (Presented by: John Debold, Farmington Signs, and Jeff Wagner, J3 Industries)

Seminar 6 - 10:00 am

Vinyl Installation techniques and tips #2 - The second phase of this seminar will continue to look at different types of vinyl, what works best in different applications and how quality installation is helped by good planning and preparation for the different types of vinyl and surfaces we work on (Presented by: John Debold, Farmington Signs, and Jeff Wagner, J3 Industries)

Seminar 7 - 10:00 am

Digital Printing Color Management - Digital printing is a major part of our industry. Color matching and management is a challenge for all shops that print. We will discuss tips and best practices to help save time and money and make color management more efficient. (Presented by: Kurt Kahmke, Payler Wholesale Print)

Seminar 8 - 10:00 am

Signs 201 - Building on last year's seminar we will dig deeper into details of the sign industry. This panel lead discussion will focus on key products, materials, vocabulary and estimating tips to help train our new work force (Presented by: John Hipple, Sign Designs - Pete Webb, Claude Neon Federal)

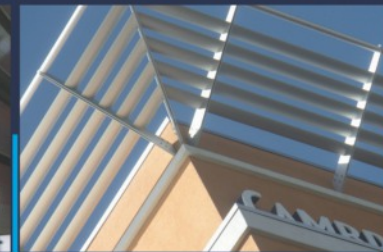
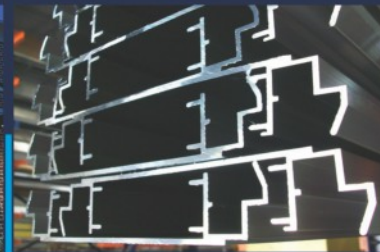
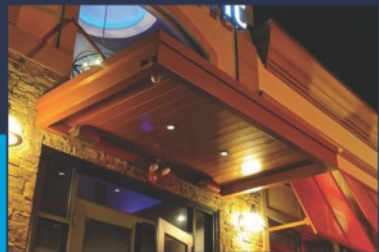


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SIGN MFG DAY | FRIDAY, OCTOBER 6, 2023

Finding qualified workers is one of the biggest challenges facing the sign, graphics and visual communications industry. On Sign MFG 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.

GET INVOLVED IN SIGN MFG DAY! RECORDED WEBINAR

Visit member.signs.org to download the free recording for the
"Get Involved in Sign MFG Day!" webinar

Gain resources and tools you need to plan and host a Sign MFG Day event as well as hear from past Sign MFG Day participants (Matt Baker, co-owner/operator of Bakers' Signs, and Bob Mattatall, founder of Mattatall Signs) who share their experience and provide tips for a successful event. Sign MFG Day is in partnership with the National Association of Manufacturers' MFG Day (www.mfgday.com)

REGISTER YOUR COMPANY TODAY!

It's FREE to participate. Sign MFG Day is open to both ISA and Affiliated Association member companies and non-member companies. ISA will provide a free toolkit and resources to help you plan and host a successful event. Registration for Sign Manufacturing Day 2022 is now open at www.signs.org/mfgday/register. Questions? Contact Kyle.Craig@signs.org.

Host local
students to show
them exciting
careers

1



Build
relationships
with schools
and educators

2



Show the
importance
of your
business to
the local
economy

3



CONTENT-NEUTRAL SIGN CODES

SRF Presents: Content-Neutral Sign Codes
After Reed and Austin / Wednesday, June 28, 2023
2:00 - 3:00 p.m. ET / 11:00 a.m. - 12:00 p.m. PT

Visit www.signs.org/event to register for the "Content-Neutral Sign Codes" webinar

Is your community's sign ordinance content-neutral enough to survive scrutiny by a federal court? Estimates are that at least half the local jurisdictions in the United States still have yet to be fully compliant with the landmark Reed v. Town of Gilbert (2015) U.S. Supreme Court decision, and are vulnerable to legal challenges and financial penalties. Learn how the federal courts have recently been interpreting Reed, including last year's Austin v. Reagan decision from the U.S. Supreme Court involving billboards and digital signs, and what it means for your community's sign code. You'll also learn various approaches when regulating murals, political signs and other challenges in trying to achieve content-neutral sign codes. Those who register will receive a complimentary copy of the Sign Research Foundation's recent publication "Content-Neutral Sign Codes After Reed and Austin."



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2023 TSSA EXPO SOLD OUT!

Special thanks to all the sign suppliers that support our TSSA Expo every year. With the Expo moving to mid week this year, there were some concerns about attendance. These Exhibitors are showing their support, so let's show them the same support. Please come to the TSSA Sign Expo and support them too.

Thank You Exhibitors!

2023 TSSA EXPO EXHIBITORS

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Metro-Repro, Inc.
Miratec Systems
New Day LED Systems
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“

In the technology and advertising industries, change can happen fast. Watchfire can only continue to grow when we match that pace, while still focusing on quality, reliability and service after the sale.

Are you aligned with a company that helps you evolve?

Steve Harriott | CEO
Watchfire Signs

”

LETTER FROM YOUR OKLAHOMA CHAIRMAN

Hey sign guys and gals,
I hope your summer is treating you well. We are getting close to Tri-State, and I cannot wait to see everyone. Unfortunately, this show will take place during the week, but let's not let that stop us from having a great show. Sometimes life hands us lemons and we are going to have to make some lemonade, maybe spiked lemonade even.

In Oklahoma, business is booming. I have heard that shops are staying busy and if you follow any company Facebook pages, you can see some great work being done. We just had a great meet & greet in Tulsa at a real nice Italian restaurant, Mondo's. The turnout was great, and I really enjoyed getting to see everyone. A big shoutout to our vendors for making the trip as well. We absolutely would not be where we are as an organization without their tremendous support. Be on the lookout for Oklahoma's next event happening in the Fall/Winter of this year. We will share the details as they become available. Thanks again and I can't wait to see everybody!

CHRIS HENDERSON - OKLAHOMA CHAIRMAN
Metro Sign Corporation, Oklahoma City, OK



OKLAHOMA BOARD OF DIRECTORS

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Daktronics, Inc.
Norman, OK



OKLAHOMA MEET & GREET at Mondo's in TULSA 5-16

We had a great turnout last night. We are lucky to have so many sign suppliers that support these events. We want to thank these suppliers that donated gift cards. GSG, Principal LED, Reece Supply, Grimco, E & T Plastics & Besa Paint. We also want to thank the sign companies that attended & even bringing a spouse or a few employees. We had 43 in attendance, 9 sign companies and 9 sign suppliers were represented. There was good food, drink and networking,



LETTER FROM YOUR KANSAS CHAIRMAN

KANSAS BOARD OF DIRECTORS

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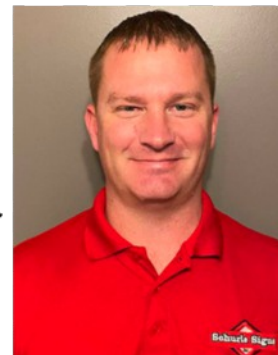
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Eudora, KS

MATT ROTH

Miracle Signs
Wichita, KS

Greetings,

The Kansas & Missouri Divisions had a joint meet and greet at Altec in St. Joseph, MO in May. I'd like to thank Altec for letting us inside their awesome facility. The meet and greet afterwards was a fun get together with great food and drinks. I'd like to thank all the other suppliers that donated the generous giveaways.



Matt Roth with Miracle Signs out of Wichita is now serving on the Kansas board and we're excited to have him. We look forward to seeing everyone in Joplin again this year!

RYAN SCHURLE – Kansas Chairman
Schurle Signs, Inc., Lawrence Kansas

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St. Charles, MO

LETTER FROM YOUR MISSOURI CHAIRPERSON

Spring has SPRUNG...thank goodness!

The Missouri board toured the ALTEC factory in St. Joseph on May 11th. If you have never toured this facility - I HIGHLY recommend it. While standing on the platform that overlooked the entire warehouse, it is very apparent why they are a successful business. So many employees with so much production, but yet VERY clean & well organized. We all enjoyed the visit. Later that day, we hosted a Meet & Greet partnered with the Kansas board. There were several new faces, which made this event a success. Special shout-out to my cornhole partner, Ben Crane & ALTEC for their amazing hospitality that evening.



As always - I am looking forward to the Expo in August. The Missouri board has a couple of seats that will be open for the next term. Therefore if you or anyone you know are interested, please contact myself or Rex. Being involved with our board is a very rewarding experience for your sign career.

See you all in August! Make it a great day!

ANNE TOWNSEND - Missouri Chairperson
Impact Signs Awnings Wraps, Sedalia, MO



WOW!

What a whirlwind of a day. We all met at ALTEC for a tour of their St. Joseph facility from 1:00-3:00.

The Elite class had a meeting from 3:00 - 5:30.

We then met up at Room 108 in downtown St. Joseph for our KS. - MO. Meet and Greet from 6:00 - 9:00.

We had 40 attendees, 17 different sign companies and 4 supplier companies. Thanks to all that attended.

We want to thank Ben Crane and Altec for giving us the tour, arranging the Meet and Greet, paying for the refreshments and the room rental. We also want to thank GSG, Altec, and E&T Plastics for the door prizes. One more thank you goes to Michael Plotkowski who bought a TV at our 2023 TSSA Expo auction and wanted to donate it back, so we put it in the drawing.



Start of the Tour.



Some of the door prize winners.



**P.O. Box 852017
YUKON, OK. 73085**



Registrations are NOW OPEN!
Visit www.tristatesign.org to sign up.

**TRI-STATE SIGN EXPO
AUGUST 8-10, 2023**

Downstream Casino Resort, Joplin, MO

FOR MORE INFORMATION, VISIT TRISTATESIGN.ORG, CALL (913) 305-3915, OR CHECK US OUT ON FACEBOOK OR TWITTER!