Sign Post

The Official Newsletter Publication of the Texas Sign Association

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SECOND QUARTER
2010
Issue #6
www.txsigns.org

TSA
TEXAS SIGN ASSOCIATION

57th Annual Conference June 10-12, 2010
Sundance Square ~ Fort Worth, TX

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From Your President:

PRESIDENT'S LETTER:



I have to open with a quick story about my 4 year old daughter, Alexa. She knows that her daddy 'makes signs', but that is about it! So, the other night Alexa, my wife and I were heading to dinner in the town we live. As we are driving, Alexa suddenly blurts out 'There is the gymnastics place.' to which I asked 'How did you know that?' She replied, 'Duh...I saw the sign daddy.' Keep in mind, she obviously can't read. At that time, I realized the effect that signs have on even the youngest consumers and I wished I could have had a car full of city planners!

I trust you all read my previous letter and have taken the time to look into the TSA Comp Group! If you have not, please do so quickly. It is a great way to achieve financial reward for your company and TSA. In a time when many of us are closely watching our budget, Comp Group dividends are 'found money' in many cases. Call Leona Stabler to find out more about the group.

In March, TSA unveiled an online continuing education course. After more than a year of hard work by the Board of Directors, this vision finally became a reality and we are extremely excited. I have taken the course and certainly give it thumbs up! This is a great way for our members (and non-members) to satisfy our State Continuing Education Requirements with flexibility for our busy schedules. Please visit the website for registration at http://tsa.bosscommerce.com/.

Well, spring has arrived and the 2010 Annual Conference is in sight. The conference will be June 10-12 in Fort Worth. This marks the first year with our condensed schedule. We have dropped one full day from the conference based on feedback we received in previous years. This shorter schedule is a great reason to attend…it will only require one day away from the office. A full schedule is provided in this issue of the Sign Post.

Free admission for Sign Companies to the 'What's New Exhibition' is returning this year. TSA is making it easy for you to invest in the education of your employees…free of charge. This event is on Saturday to boot, so your employees don't even have to miss work! I encourage all of you to bring your employees to the exhibition and reap the rewards.

The conference will also include a seminar on the progress of our Jack Patterson Apprenticeship Program. I encourage all Sign Companies to attend this seminar to get reports from our first apprentice who is now in Year 2 of the program and learn how your company can benefit from apprenticeship. There will be an opportunity for you to sign up to be part of this exciting program and build our workforce of the future.

The venue at downtown Fort Worth is awesome. For those of you who are not familiar with the area, there is plenty to do within walking distance of the hotel. Kids and adults will find plenty to do in this action packed weekend.

Thanks to everyone for your continued support of the Texas Sign Association. We all look forward to seeing you in Fort Worth June 10-12.

Board Updates:

TSA BOARD UPDATE

The first quarter 2010 meeting was held in San Antonio, TX. They continue to work towards improving the sign industry in Texas.

TSA COMMITTEE REPORTS

Audit Report – TSA Audit Committee completed their audit of the books on February 26, 2010. There report will be given at the April Board meeting and reported on thereafter.

Association Activities – Leona Stabler, Matt Smith, Rick Brown and Joel Heine will attend ISA Expo and report at the April meeting.

Convention Committee – Convention planning is going as planned, registration information is included in this issue, and at our Online Event Management Site.

Education Committee – TSA Online CE Course is up and running, with many already taking advantage of the

continued page 6

BOARD UPDATES: TSA COMMITTEE REPORTS -
continued, from page 5

cost and time effective way to receive your Continuing Education requirements.

The Jack Patterson Apprentice Program is scheduled to start taking new apprentices within the next 30 days, if you are interested please contact the TSA Office.

Government Relations – Continued support of local associations, development of Austin Sign Association, continued monitoring of state and local regulations. TSA is working on recommendations that members can use when working with their cities on codes and ordinances

Insurance Committee – Continued promotion of the Comp Group to members and prospective members.
Membership Committee – the new marketing brochure has been completed, at this time TSA is down due to economy, promotion of the benefits of membership will continue. For those with outstanding dues, membership drop will take place in early April.

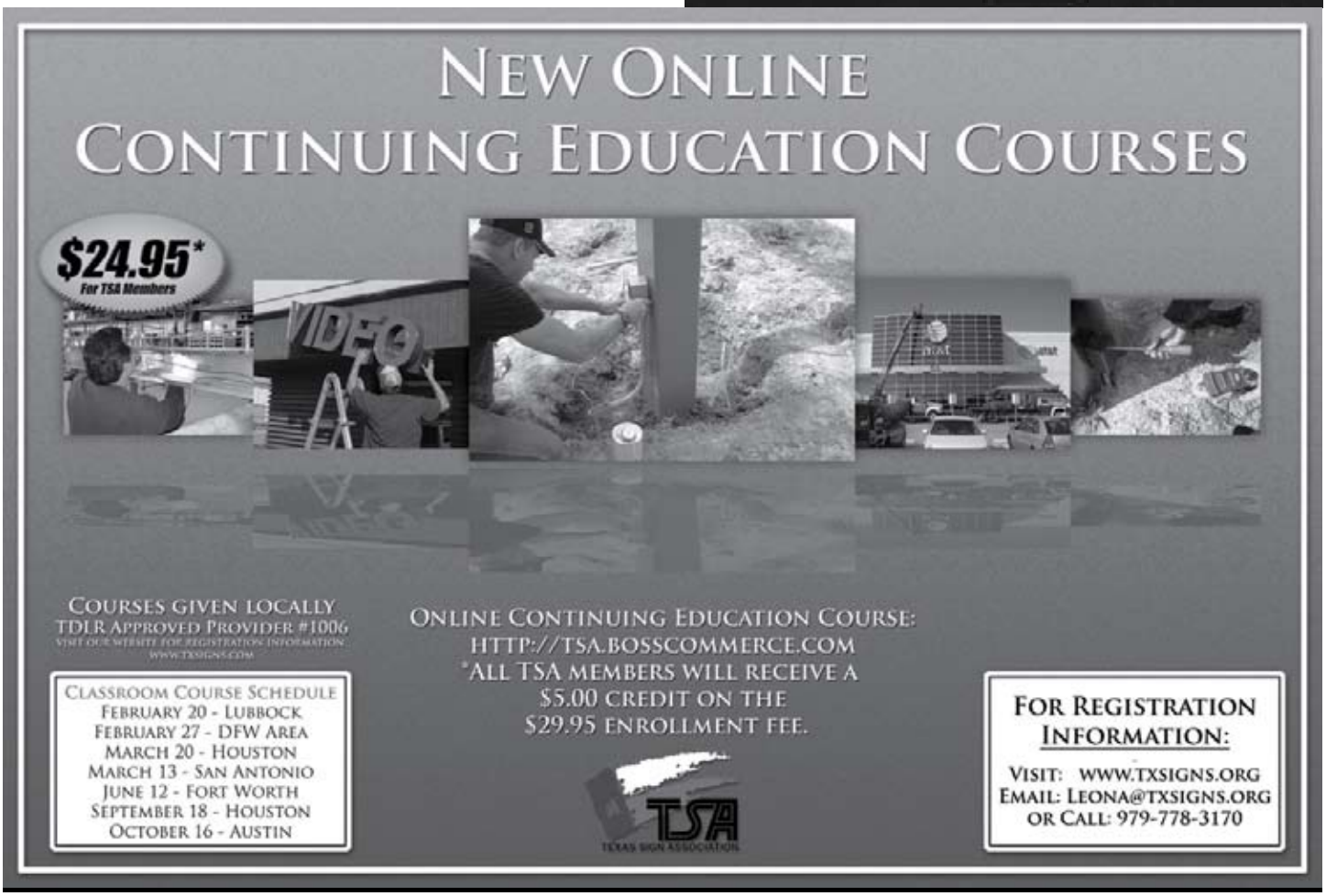
Nominating Committee – There will be 3 open board positions this year, the committee is working on nominations.

Public Relations Committee – The Committee is investigating the cost and potential of hiring a PR fir to assist with us with improving the public perception of signs. They will be reporting to the board at the April Meeting.

Safety & Standards – committee is reviewing areas that are industry wide safety concerns; continue supporting and developing safety education. OSHA extended the deadline for ISA to get amendments to the Crane Safety Issue.

Supplier Committee – Coupon books will be going out to renewing members within the next 30 days.





INTERNATIONAL SIGN ASSOCIATION

ISA UPDATE

FIVE INDUSTRY LEADERS JOIN ISA BOARD OF DIRECTORS

ALEXANDRIA, VA – January 27, 2010

The International Sign Association (ISA), the sign industry's leading trade association, is pleased to announce six new members will join its 28-member board of directors to lead the organization in 2010. In addition, four current members assume new roles on ISA's executive committee.

"Each of the members of the board is successful in leadership roles in their individual companies," said ISA President and CEO Lori Anderson. "Their commitment to the industry not only is proven by the longevity in the field, but also by their willingness to serve the 2,600 members of ISA. I am confident that this new team of leaders will play a crucial role in continuing to develop the professionalism of the sign industry and be advocates on the issues that face us."

The new board members are:

- Grady Brown, ASI Corporate, Dallas, Texas.
- Joshua Bunting, Bunting Graphics, Inc., Verona, Pa.
- Scott Gardner, Gardner Signs, Inc., Troy, Mich.
- Melanee Jech, The Icon Companies, Elk Grove Village, Ill.
- Robert Mattatall, Mattatall Signs Limited, Dartmouth, Nova Scotia
- Thomas Pistorius, Bendsen Signs & Graphics, Decatur, Ill.

The board of directors' executive committee is comprised of members who are industry leaders and have also served the ISA and its members for years. They are:

- Chairman of the Board: Troy Crocker, Sign Faces, Birmingham, Ala.
- Vice Chairman of the Board: John Allen, Allen Industries, Greensboro, N.C.
- Secretary/Treasurer: Duane Laska, North Shore Sign Company, Libertyville, Ill.
- Past Chairman of the Board: Roy Cox, Trav-Ad Signs, Inc. Huntsville, Ala.
- ISA President and CEO Lori Anderson serves as staff liaison to the Executive Committee.

Continuing in their terms on the board are:

Fred Barbaria, Santa Barbara Signs & Graphics, Santa Barbara, Calif.;

Charles Blanchard, Steel Art Co. Inc., Boston, Mass.;

Judy Dietzel, Bee Seen Signs, Inc., Jefferson City, Mo.;

Roy Flahive, CNP Signs & Graphics, San Diego, Calif.;

Chris Flejtuch, Quality Quick Signs, Depew, N.Y.;

Chad Jones, Southwest Signs, San Antonio, Texas;

Troy Kilfoyl, 3M, St. Paul, Minn.;

Mike Lauretano, Sr., Lauretano Sign Group, Terryville, Conn.;

Harry Niese, Midwest Neon Supply, Chicago, Ill.;

Tim O'Donnell, US Signs, Inc. Denton, Texas;

Darryl Paulsen, Ramsay Signs, Inc., Portland, Ore.;

Mark Pridmore, Mid-South Signs, Inc., Columbus, Miss.;

Pete Sitterle, Comet Neon Advertising Company, San Antonio, Texas;

Janene Steward, Cracker Barrel, Lebanon, Tenn.;

Duane Wardle, Young Electric Sign Company, Salt Lake City, Utah;

David Watson, Watchfire Signs/Time-O-Matic, Inc., Danville, Ill.;

Paul Yesbeck, Acolite Claude United Sign Company, Inc., Miami, Fla.

OSHA: LAUNCHES COMPLIANCE CAMPAIGN

Are Your Records In Order?

On September 30, the Occupational Health and Safety Administration (OSHA) formally launched its long-awaited Record keeping National Emphasis Program (NEP). Scheduled to last through September 2010, NEP promises to be one of the most wide-ranging OSHA enforcement initiatives ever, affecting employers in a variety of industries. OSHA's stated goal is to determine whether, and to what extent, workplace injuries and illnesses are being under-recorded and under reported.

An OSHA inspection can be a grueling experience, and the NEP is no exception. If your company is targeted for an inspection, you can expect to undergo a site inspection and produce employee medical records, workers' compensation records, insurance records, payroll records, safety incident reports, first-aid logs and any other records that pertain to injuries and illness. In addition, OSHA inspectors will want to see all pertinent records that are stored off-site.

OSHA inspectors will also be required to reconstruct OSHA log entries for employees and compare them with your logs. Another key element of the inspection process is a series of interviews with your designated record keeper, a cross-section of employees, representatives of your company's senior management, first-aid providers and related health care professionals. The aim of these interviews is to determine whether employees are being encouraged not to report injuries or illnesses through incentives, promotions or disciplinary programs.

8 Ways to Prepare

Even if your company is not in one of the targeted industries, it's always good to be prepare din case OSHA does come calling. The employment-law professionals at Jackson Lewis, a strategic partner of ADP Resource®, have identified eight key measures your company should take to stay in compliance with OSHA record keeping requirements:

1. When in Doubt, Record It. Not all injuries and illnesses are work-related and should be recorded in your OSHA log. Unfortunately, whether an injury or illness is work-related is not always clear-cut, and OSHA inspectors tend to err on the side of recordability.
2. Touch Base at Least Once a Week. Hold a regular weekly meeting of your risk-management, safety and HR personnel to determine that log entries are accurately completed.
3. Gather All The Facts of an Incident Before Deciding to Record. Even though OSHA requires completion of incident reports and logs within seven calendar days of notification of an injury or illness, you should take the time to conduct a thorough investigation before completing the required forms.
4. Establish A Regular Review and Update Procedure. Thoroughly review your logs at least every three months and make necessary updates to the status of injured employees.
5. Compare Your OSHA Records to Your Workers' Compensation Records. Any discrepancies between the two are likely to raise a red flag with OSHA inspectors.
6. Follow OSHA's Letters of Interpretation. OSHA periodically issues letters of interpretation to clarify some aspect of the record keeping rules; these letters are available at www. osha. gov. Review them regularly and update your policies and procedures accordingly.
7. Review Safety Incentive Programs. Certain common safety incentive programs can potentially discourage employees from reporting injuries and illnesses. Review any such programs you may have and modify them if necessary.
8. Go Beyond The Log. OSHA inspectors will want to know what steps you have taken to correct any underlying hazards that may have caused an injury or illness. Document these steps and be prepared to talk about them.

Need Access to Safety Experts?
The Answer is ADP Resource

When companies team up with ADP Resource, they get access to the tools and resources they need to help them stay in compliance. In particular, ADP Resource clients have toll-free access to a Safety and Loss Prevention Specialist, who provides guidance and consultation of OSHA's Injury and Illness Record keeping Standard. This specialist can help determine which record keeping requirements apply to a client's business, assist with proper injury and illness classification and offer guidance on competing the required record keeping forms. Webinars and interactive Web-based training courses covering OSHA requirements are also available for managers and supervisor.

Bottom Line: ADA resource clients can rest easier knowing they have access to a safety and loss prevention professional to help them comply with OSHA record keeping requirements.

UL LISTING AND THE PROCESSES

Here is the steps you need to take:

1. Go to http://www.ul.com/global/eng/pages/corporate/contactus/rfq/index.jsp where it says product type put UXYT. The net window after entering this hit the uxyt-signs

2. You should now be at the application. Fill out the information and ask for a quote. TSA Members received $200.00 off initial registration last year so I would ask them for it (normal cost is $3000.00 for registration)

3. UL will set up a file for you

4. Once you have become registered you then would contact UL for a field service rep to inspect the sign or awning you want a listing for. It must be ready to install.

5. There is an annual maintenance fee. Mine is $1138.00 which will probably be yours also.

6. The inspection fee is a per hour charge based on where the inspector comes from.

7. All of this probably sounds complicated and involved but it just takes a little time and the initial investment.

8. You will have available UL standards and library at your disposal.

9. You will have access to updates.

10. They do offer classes at the UL University at different times and places throughout the year to help you with product compliance.

I hope this helps some and if I can be of service give me a call.

Lonnie Stabler
Signage Information Services
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emails: Lonnie@stablersign.com or
Lonnie@signageinformationservices.com

OUT WITH THE OLD; IN WITH THE NEW THE NEW AD MEDIUM

Business people want their advertising to reach the largest audience for the least amount of money. If this is true, why are so many companies still advertising using traditional media (TV, radio, and newspapers)?

- More Americans are using DVR (Digital Video Recording) technology to fast forward through commercials and watch the shows they want, when they want.
- Fed up with radio commercials, listeners use MP3 players, satellite, or even Internet streaming radio.
- Newspaper publication has been declining steadily in the new millennium.

So what's the most cost-effective way for a retailer to advertise? LED digital signage offers on-site advertising at a much lower cost to businesses than other media. A cost per thousand (CPM) analysis of the Dallas/Ft. Worth area provides some insight about the cost effectiveness of an on-site LED display:

Dallas	CPM
Dallas/Ft. Worth Star Telegram	$64.93 - $91.92
KHKS 106.1	$2.54 - $7.61
WFAA (ABC)	$9.31 - $11.68
Digital Reader Board	$0.38

This data, combined with the fact that 50% of sales come from signage and 85% from within five miles of the retailer's location (Small Business Association), point to an LED display as the advertising solution for the 21st century.



Photo: Church's Chicken, Houston, Texas

TSA ADVOCACY PROGRAM UPDATE

New State electrical laws, TDLR Rules, ordinance evaluations, suggestions for changes to the reviewed ordinances and NEC questions: The new year has started off with an obviously greater positive direction for all, with a greater number of individuals, companies, end-users and local associations becoming increasingly more proactive in keeping in touch with the activities that effect our industry. As a mechanism to keep all TSA members up-to-date this article will review the questions and answers that have been shared through the TSA Advocacy Program.

TDLR has a number of changes that have taken effect January 1, 2010 and some that will take effect September 1, 2010. The start of these changes occurred during the 2009 legislative session with several new statues. As you are aware TDLR was given the administrative authority to create the administrative rules that detail and clarify these new statues. If any of you have questions concerning the new Laws or Rules, you may go to the Texas Department of Licensing and Regulation at www.license.state.tx.us/ and review both the statue and rules or contact TSA at Leona@txsigns.org and request information or help from the Advocate on this topic as well as other issues effecting the sign industry.

Here are a few of those issues that are important to the industry: TDLR Laws & Rules questions, Ordinance review and suggestions, Listing requirements, NEC clarification and end user questions. Please see attached listing.

Question: Does a municipality have the authority to change the NEC code rules?
Answer: The AHJ, be it a city, county or any other authority having jurisdiction may increase or waive requirements found in the NEC. If work is being performed in a rural area of Texas with no other AHJ presence, the State authorized 2008 NEC as written is to be used. In addition the state has also included the NFPA 70e safety book as a requirement for continuing education this year.

Question: May I take my Electrical License exam at any time and apply at a later date if I pass?
Answer: No; You must make application to TDLR and be qualified in order to take the exam.

Question: Are there penalties for filing a late renewal?
Answer: Yes; If you are 1-90 days late it will cost you 50% more than your regular fee. If you are 91 days – 1 year late your license fee will double. Any licensee that requests a renewal after the 1 year late period must resubmit an application like a new applicant. NOTE: If you submit a renewal sooner than 90 days to your license date, you may be issued a new expiration date that will coincide with the date they received your renewal information.

Question: Does TSA have a suggested method of requesting a proposal from a sign company?
Answer: No, however, TSA can furnish an end-user with association members and would recommend the end-user contact members who may be willing to submit a proposal. Some of the questions they may consider asking are: Does your company have the required license in the jurisdiction I need the work performed in, insurance carried, capabilities to perform the type of sign project requested, what are your business requirements (contracts, deposits and payment) and what options do you offer (lease, financing or other methods)

Question: Does the State have any laws similar to the Federal Law concerning ADA requirements?
Answer: Yes, The State has a law referred to as Architectural Barriers and it is administered by TDLR.

Question: Is listing required on signs I manufacture?
Answer: Yes, with a few exceptions; Some AHJ's waive this listing requirement as allowed in the NEC. It is generally waived because the AHJ provides an inspection of the sign and installation. Some AHJ's do maintain specific listing requirements such as a particular listing authority. All non-existent jurisdictional authority in rural areas of Texas would require listing of your sign per Texas Law and Rules.

Question: Is there a requirement for a sign hanger's license in Texas?
Answer: No for this exact term, however many cities still require a license or registration to install any type of sign. For the installation of electric signs the answer is yes. The State of Texas requires anyone that installs an electric sign to have an individual license as well as the company performing or offering to perform the electrical sign installation must also be licensed as a electrical sign contractor.

Question: Is it possible to obtain the proper credit for having worked under a master sign electrician or an electrical sign contractor if the individual or company cannot or will not furnish this documentation?
Answer: Yes; Review Section 1305 152 Application Requirements. of the law and administrative rule 73.26

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TSA ADVOCACY PROGRAM UPDATE -
continued, from page 10

Documentation of Required On-The-Job Training. In short: the process involves some more documentation but verification is possible using other sources.

Question: Are there any other states that have reciprocity agreements with Texas for electrical sign licensees?
Answer: No; The only states Texas has Reciprocity agreements with are Louisiana Master Electrician including a state contractor's license and Washington and Arkansas for journeyman electrician license. Research on this subject draws a blank to even find another state with the same type of license program that is found in Texas.

An ordinance review with the planning director of a medium size city has been very positive. This was facilitated by a set of questions sent to 25 sign companies they had registered in the city. Thanks to the local Greater Dallas/Ft Worth Sign Association for sending this in. The Planning directors first comment when we spoke was, "I was shocked in having received only 3 responses". Folks, they were looking for our help.

Lonnie Stabler

2009-2010 DIRECTORY CORRECTION N. GLANTZ & SON, LLC

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TEXAS SIGN ASSOCIATION

Proudly Presents:

Texas Sign Association 57th Annual Conference
June 10-12, 2010 – Fort Worth, Texas

Official Conference and Hotel Registration Information

The Texas Sign Association 2010 57th Annual Conference features information and exhibits for custom, commercial, architectural, digital and national sign companies. The tabletop exhibits will showcase the latest products of special interest to the sign and graphics professionals who want to learn more about this ever-changing industry. A great line-up of educational programs and fun events are scheduled for your enjoyment. We have condensed this year's conference, allowing more members to attend.

Cowboys & Culture! Only in Fort Worth

Texas Sign Association welcomes you to Fort Worth, the 17th-largest city in the United States and one of "America's Most Livable Communities." Today, Fort Worth, Texas is a thriving center of culture and commerce. Visitors are often surprised by everything Fort Worth has to offer: the Historic Stockyards, remarkable museums, a dazzling downtown area, Texas Motor Speedway, spectacular annual events and a lot more.

The conference will include a Continuing Education course for our electrical license, informative seminars along with exceptional entertainment and dinners. Don't forget, the Design Contest will be as exciting and competitive as always; come see who wins this year.



The Worthington Renaissance Fort Worth Hotel
Fort Worth, Texas

The Renaissance Worthington Hotel offers 504 tastefully appointed guest rooms and suites. Many of the hotel's suites feature private patios. A landmark in downtown Fort Worth, the hotel has been a recipient of the AAA® Four Diamond Award for 29 consecutive years. Just outside the hotel in Sundance Square visitors will find boutique shopping, over 25 restaurants and nightclubs and innovative theater productions. Visitors to Fort Worth enjoy walking the downtown area day and night.

www.marriott.com - Reservations (800) 468-3571 - The Marriot Renaissance Worthington Hotel, 200 Main Street, Fort Worth, TX 76102, (817) 870-1000

RATE: $179 Standard Rooms. Suites are available from $359 and up. To get the special conference rates, ask for group name: Texas Sign Association.

Special conference rate extended until May 30, 2010. Reservations made after the cut-off date will be accepted on a space available basis. Identify yourself as a TSA attendee to receive this special rate.



Airport Transportation

Dallas/Fort Worth - DFW
Hotel is located 17 miles SW - *This hotel does not provide shuttle service.*
Alternate transportation:
Super Shuttle, fee: 17.00 USD (one way); on request
Bus service, fee: 20.00 USD (one way)
Estimated taxi fare: 55.00 USD (one way)

Dallas/Love Field - DAL
Hotel direction: 38 miles SW - *This hotel does not provide shuttle service.*
Alternate transportation:
Super Shuttle, fee: 17.00 USD (one way); reservation required
Estimated taxi fare: 60.00 USD (one way)

Major Rental Car companies are located at the airport.

Conference Attire
Attire for the entire conference is Business Casual.

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Schedule of Events

Preliminary Conference Agenda

Thursday June 10, 2010

1:00 - 2:00 p.m.	Pre-Con Meeting with Hotel
3:00 - 5:00 p.m.	TSA Board Meeting (19)
5:30 - 7:00 p.m.	Opening Reception and Golfer's Hospitality & Calcutta
8:00 - Midnight	Cowboy Lounge (Hospitality Suite) Texas Hold'em

Friday June 11, 2010

7:15 - 1:30 p.m.	TSA Golf Tournament, Including Breakfast, Lunch, Fossil Creek Golf Course - Transportation by Private Car
8:00 - 5:00 p.m.	Registration Open
2:00 - 3:00 p.m.	Get to know the Jack Patterson Apprentice Program
3:00 - 4:30 p.m.	Seminar I - OSHCON - The OSHA Consultation Program
3:30 - 4:30 p.m.	Supplier Meeting
6:00 - 7:00 p.m.	President's Hospitality
7:00 - 11:00 p.m.	Design Contest Dinner & Membership Meeting - Texas Size Party featuring The Signature Band

Saturday June 12, 2010

8:00 - 2:00 p.m.	Registration Open
9:00 - 1:00 p.m.	What's New Exhibition? Trade Show
1:00 - 5:00 p.m.	Seminar II CE Seminar
1:00 - 2:00 p.m.	TSA Board Meeting
6:00 - 7:00 p.m.	New Member Reception
7:00 - 11:00 p.m.	Awards Dinner, Silent Auction & Raffle
11:00 - 2:00 a.m.	Cowboy Lounge (Hospitality Suite) Texas Hold'em

Online registration available at www.txsigns.org. If you prefer download registration at www.txsigns.org then mail or fax to:

TSA, 7070 Rye Loop, Bryan, TX 77807
Fax: (979) 778-3120 - More Info: (979) 778-3170 or (800) 588-8762

Six Flags Over Texas Passes

TSA will be selling Six Flags Over Texas Group Attraction Passes for $27.00 per person. These are advance purchase only and are non refundable.



Special Activities

Opening Reception and Golfer's Reception

Thursday, June 10, 2010 (5:30 p.m. - 7:00 p.m.)
Golfers and early arrivals are welcome to attend this informal reception. Golf pairings will be announced. A Calcutta will be held, come pick your favorite team!

Golf Tournament

Friday, June 11, 2010 (7:15 a.m. - 1:30 p.m.)
8:00 a.m. Shotgun Start

Golfers will travel by private cars to Fossil Creek Golf Course. Enjoy a quick Breakfast, and get in a little practice before the 8:00 a.m. shotgun start. Lunch and prizes will be included in the golf fee. For golf information, contact: Matt Smith, (214) 748-3271, matt.smith@gsginet.com

Golf Sponsorships are available, see the registration form.



Cowboy Lounge

A private bar will be open to all TSA conference attendees. Come and reacquaint yourself with old friends, make some new friends, network, and play a hand of poker in our private Cowboy Lounge. Come and see what everyone was talking about last year! Sure to be an exciting event. The Lounge is open Thursday night from 8:00 p.m. to Midnight and Saturday night following the Awards Dinner until 2:00 a.m.

A Texas Size Party
Design Contest Dinner/Membership Meeting

Friday, June 11, 2010 (7:00 p.m. - 11:00 p.m.)
It is bragging time. Voting will be available for conference attendees only. Each attendee will have one vote. Voting closes at 7:00 p.m., June 11, 2010. Entries will also be available for viewing at the conference. Winners will be announced at dinner, come celebrate the winners with us. Following the Design Contest presentation we will take care of some business with our Annual Membership Meeting, come see what your board has been doing this year through our Committee Reports. When all the business is done be prepared to enjoy the sounds of the Signature Band, an 8 piece variety band sure to kick up the action after doing so much business. Come dance, sing, and just enjoy being with old friends and making new ones.



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What's New Exhibition

Saturday, June 12, 2010 (9:00 a.m. - 1:00 p.m.)
Exhibitors will hold drawings for Best Buy Gift Certificates. All member sign companies are eligible to participate, only one participant per Member Company. Simply have your card punched at the booths. Those visiting all exhibitors will be entered into the drawing. You don't want to miss this one!

Don't forget to visit your local sign association booth.

TSA Scholarship and Program Raffle

Saturday, June 12, 2010 (7:00 p.m. - 11:00 p.m.)
TSA will be raffling off a **2010 ATV**! Board Members will begin selling tickets for the raffle beginning in April. Tickets will be available at the conference through TSA Board Members and Staff.

Awards Dinner, Awards Presentation and Auction

Saturday, June 12, 2010 (7:00 p.m. – 11:00 p.m.)
Join us as we enjoy some good food, celebrate an old friend or two, and raise some money. Don't miss our annual auction. This year we will have live auction items and a silent auction with some very interesting donations; don't let anyone take that special item from you. Remember to speak up; it is yours for the taking. Help us honor a few of those that have given so freely to our industry and association.

Children's Meals
Both evening meal events will have a Childs Plate Option available for purchase. Children must be indicated on the registration and have a name badge.

Seminar I - Get to know the Jack Patterson Apprentice Program
Friday, June 11, 2010 (2:00 p.m. - 3:00 p.m.)
Presenter: TSA Apprentice Committee

The Benefits of Apprenticeship

Recruiting, training and retaining skilled workers are critical in remaining competitive in today's challenging economy. To address these issues, the Texas Sign Association has developed the Jack Patterson Apprenticeship Program, a 4 year training program specifically for the sign industry.

This seminar is aimed at both large and small companies that manufacture and/or install signs. It will outline the benefits of apprenticeship to your business and how apprenticeship within our industry is vital for providing employers and employees with the skills they need to succeed. This seminar will give you the opportunity to gain a greater understanding of how apprenticeship works and you will learn how other businesses have benefitted from apprenticeship.

Seminar II - Code Compliance by Lonnie Stabler
Saturday, June 12, 2010 (1:00 p.m. – 5:00 p.m.) TIME???
Presenter: Lonnie Stabler

TDLR Course # (4523) NEC Compliant Sign Installation **Phase V,** This 4-hr course will satisfy TDLR's mandatory continuing education requirement.

You will learn: *A) NEC Organization & History*
B) Basic Electricity
C) Understanding Grounding & Bonding
*D) Highlights from Article 60**0***
E) LED's and the NEC
F) Things to know in the Law
G) Important points in the Rules
Developed, written and presented by Lonnie
TSA is TDLR Provider #1006
New course is the fourth phase of TSA's Code Compliant Sign Installation Series



Exhibitor & Sponsorship Information

Texas Sign Association 57th Annual Conference
The Worthington Renaissance Fort Worth Hotel
Fort Worth, Texas

Exhibit Hours: Saturday, June 12, 2010 (9:00 a.m. – 1:00 p.m.)
"What's New Exhibition"

Trade Show Exhibitor Registration Fee: Each tabletop exhibit registration includes: one six foot skirted table; two chairs; and full conference registration for one exhibitor. Additional tables may be purchased separately. Electricity must be paid for separately through the Worthington Hotel.

Assignment of Space: Sponsors will have first choice on space assignment; all others will be on a first come first serve basis. Sponsorships must be received, including payment, prior to April 16, 2010.

Exhibit Setup: The exhibition will be held in the hotel's San Antonio Ballroom. The San Antonio Ballroom will be available for exhibit set up beginning Saturday, June 12, 2010, 6:00 a.m. - 9:00 a.m. The exhibit space must be completely cleared from the ballroom by Saturday, June 12, 2010 at 4:00 p.m.

Ship Materials to: Renaissance Worthington Hotel, 200 Main Street, Fort Worth, TX 76102 Please include the date of the program: June 12, 2010, number of items, your name, and Texas Sign Association 2010 Convention.

There is no charge for 3 boxes; 4 or more boxes will be charged $5.00 per box. Crates and pallets carry a separate charge. Materials should not arrive at the hotel before June 19, 2010, as storage is limited at the hotel. Attached you will find the Electrical / Phone Service Order Form for the hotel.

The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibit's activities on the hotel premises and will indemnify, defend and hold harmless the hotel, its agents, servants, and employees from any and all such losses, damages and claims.

Hotel will not be responsible or liable for any loss, damage or claims arising out of exhibitor's activities on the hotel premises except for any

continued page 15

claims, loss, or damages arising directly form its negligence. Texas Sign Association will be responsible to negotiate the contract with its exhibitors.

Sponsorship Opportunities
Several opportunities are available for your company during TSA's 57th Annual Conference. These include several levels of Conference Sponsorships, Golf Hole Sponsorship, Golf Food & Beverage Sponsorship, auction, and program advertisements. Just mark your choices on the Exhibitor & Sponsor Registration Form.

Auction Donations: To donate auction items contact: Rani Huffaker rani@statesign.com or Rick Brown rick.brown@reecesupply.com.

Sponsorships Available: Platinum Sponsors will be recognized during the Saturday night Awards Dinner. All levels of sponsorship will be listed by level on conference signage and programs.

Conference Program: Ads (Deadline for receipt of ad is May 1, 2010). Material specification for ads: All ads are black and white unless otherwise specified and will be placed at the sole discretion of the printer. *Please submit artwork in the following formats: TIFF'S or JPEG'S 600 dpi at 100% size; jpeg. Ad sizes/cost:* ***Please add $50.00 per ad for color printing.***

Full Page * no bleed	7.25" X 10"	$ 300.00
Half Page * no bleed	5" X 8"	$ 175.00
Quarter Page * no bleed	2.5" X 8"	$ 125.00
Eighth Page * no bleed	2" X 3.5"	$ 100.00

E-mail attachment to: Leona@txsigns.org. If you have an ad in the Sign Post for the year, you will not need an ad for the Conference.

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TEXAS SIGN ASSOCIATION SIGN DESIGN 2010

Rules and Information

- Only signs designed and manufactured by TSA members will be eligible in categories 1-7. The exception being category 8. Signs previously entered will not be allowed in any of the categories.
- Each member company may enter a maximum of (3) three entries per category described below.
- All of the entries become the property of TSA.
- Each attendee to the conference is allowed (1) one ballot/vote.
- The Frank Page Award is selected by TSA members from the first place winners only from Categories 1-7. The first place winner in category 8 will not be considered.
- **TSA dues must be paid in full by the design and production member companies.** Entries submitted from past due members will be returned to the submitting company.
- The design contest committee reserves the right to break ties in the event that one does occur in the said category.

Deadline

Entries must be received by midnight May 1, 2010.
E-mail all entries to: TSA DESIGN CONTEST - Leona@txsigns.org
Chair: John Lewis (512) 282-1110 - John@LewisSign.com

Categories
(Previous entries will not be accepted.)

1. Large freestanding electric signs 100 sq. ft. or larger in any one direction.
2. Smaller freestanding electric signs 99 sq. ft or smaller in any one direction.
3. Electric building signs, illuminated internally and/or externally with exposed neon.
4. Commercial signs, which are non-illuminated or externally illuminated. Category includes sandblasted, routed, vinyl, or painted renderings that may be attached or freestanding, dimensional letters mounted to a sub-surface such as brick or concrete are also included.
5. Graphics and lighting.
6. Awnings.
7. Integrated sign design packages consisting of various signs used at one location to compliment each other.
8. Signs manufactured by TSA members but designed by non-member firms and/or designers. Restorations and renovations should also be placed in this category.

– –

Awards

- Awards will be presented to the winning sign designs for first, second and third place in each category.
- The first place winners in categories 1-7 will be eligible for the Frank Page Award. The winner of this award is considered the best overall design and the designing artist will be awarded $500 from TSA.



Additional Conference Information

Individual Event tickets will be available for those not wishing to attend the whole conference, these tickets will provide you with access to the Evening Events ONLY, and Non of the other Conference Events.



2010 TSA Sign Design Contest

The 2010 TSA Sign Design Contest is just around the corner. Summer will be here before you know it and the opportunity to show off your work at the Renaissance Worthington Hotel in Fort Worth, Texas should not be missed. Get out and enjoy spring by shooting your design contest photos!

The Design Committee has requested that all voting be held at the conference, with one change - all attendees of the 57th Annual Conference will have a vote!

Entering the contest is easy. All you need are high quality digital color photos of the actual sign at the installation site; **E-mail photos in jpg format in at least 300 dpi high resolution color;** Attach Sign Profile in a word document and send to Leona@txsigns.org. The Profile must be included to enter the contest. See the attached entry form for details.



Category 1
Entry 6



Category 2
Entry 10

Design Contest Schedule:

Entries must be received by May 1, 2010. **No late entries will be accepted.**
Voting will take place at the 57th Annual Conference.
Winners will be announced June 11, 2010 during the Design Contest/Membership Meeting Dinner at the Annual Conference at the Renaissance Worthington, Fort Worth, Texas.

Frank Page voting will open immediately following the presentation of winners at the Design Contest/Membership Meeting Dinner and end 7:00pm on Saturday June 12, 2010.

Our challenge: We want every eligible TSA member to enter at least one entry this year. It's easy to enter!!!

Let's make 2010 better than ever. Good luck!



Category 4 Entry 11

TEXAS SIGN ASSOCIATION
SIGN DESIGN 2010
Official Entry Form

Entry Instructions (NEW)

Each entry in each category must be accompanied by the following:

Categories 1-6,8	Maximum of (2) high quality digital color photos of the actual sign at installation site; **E-mail photos should be 8"x10" tiff or jpeg at 300 dpi high resolution color;** **Attach Sign Profile in a word document**
Category 7	Maximum of (3) high quality digital color photos of the actual sign at installation site; **E-mail photos should be 8"x10" tiff or jpeg at 300 dpi high resolution color;** **Attach Sign Profile in a word document**

Companies with first place winning entries must agree to provide a photo in RAW format at 8"x10", 300 dpi the highest quality for production of the membership directory. Please mail a CD of this file to the TSA office. Winners will be asked to provide a Company Profile.

Entry procedures are as follows: Send each entry under a separate e-mail message using the subject of **TSA 2009 Design Contest (Name of Entry)** to Leona@txsigns.org.

All information must be complete for each entry in the contest:

Category preference: _____

Name of entry: _____

Designing company name: _____

Designer/artist name: _____

Production company name: _____

Contact name: _____

Address: _____

City: _____State: _____ Zip: _____

_____

Signature of individual submitting the entry

Sign Profile (Describes the display to the voting members.):

_____

_____

_____

_____

_____

_____

_____

Good luck!!!!

Press Releases:

Eastern Metal Supply has just completed a 10,000 square foot addition to its Houston facility. This space will be used solely for providing new aluminum fabrication and manufacturing services to support the wide variety of markets that are currently being served. Today, fabrication capabilities include sawing, shearing, punching, drilling, some welding, and with the newest acquisition, CNC machining. We are looking for repetitive parts to manufacture in house, both customer and industry specific.

EMS offers standard industrial aluminum extrusions and sheet products in addition to its own custom shapes for niche industries that include: Sign, Awning, Boat Trailers, Hurricane Shutters, Fence and Railing, Walkway/Canopy/Sunshade, and Lighting.



In addition, we offer stock and release programs for customers that have their own custom shapes, to provide Just In Time delivery.

Daily delivery is available in the Greater Houston area, Greater DFW area (excluding Fridays), and weekly delivery is available in San Antonio, Austin, Corpus Christi, Longview, as well as points East of Houston to Mobile, Alabama. Call 1-800-996-6061 today if you have any aluminum or aluminum fabrication needs.

GSG
Graphic Solutions Group

Dallas:
Graphic Solutions Group, Inc
304 N. Walton
Dallas, TX 75226

800-366-1776 – toll free
214-748-3271 – local
214-741-6527 – main fax
800-676-0034 – toll free fax
214-712-2541 – accounting fax
214-748-3167 – purchasing fax

Houston:
Graphic Solutions Group, Inc
1293 N. Post Oak Rd
Suite 190
Houston, TX 77055

800-775-7545 – toll free
713-957-0850 – local
713-957-0310 – fax

Oklahoma City:
Graphic Solutions Group, Inc
6731 S. Eastern Ave.
Oklahoma City, OK 73149

800-677-3149 – toll free
405-672-0555 – local
405-677-1430 – fax

Tulsa:
Graphic Solutions Group, Inc
10110 E. 55th Place
Tulsa, OK 74146

866-664-2226 – toll free
918-664-2226 – local
918-664-2227 – fax

www.gogsg.com



Curt Rainwater

GSG
Graphic Solutions Group

GSG APPOINTS CURT RAINWATER TO SALES MANAGER POSITION

Graphic Solutions Group (GSG), Dallas, Texas, introduces Curt Rainwater as Sales Manager over the Screen Printing and Embroidery Divisions. In his position, Rainwater will be responsibility for guiding efforts for the entire sales team and managing equipment and consumables for these markets.

"Curt comes to us with a wealth of experience with 35 years of sales in screen ink manufacturing and an extensive background in production. His knowledge and experience will be an immediate benefit to our customers and sales team", states Mark Granberry, President and CEO of GSG.

Rainwater will work with GSG's sales team that currently covers Texas, Louisiana, Oklahoma and the surrounding states.

For more information on GSG or this announcement, contact Steve Anderson at steve.anderson@gogsg.com or 214-748-3271.

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Legal Article:

ROTHFELDER & FALICK, L.L.P.

ATTORNEYS AT LAW

RICHARD L. ROTHFELDER
rrothfelder@swbell.net
BOARD CERTIFIED - CIVIL TRIAL LAW

1201 LOUISIANA
SUITE 550
HOUSTON, TEXAS 77002

TELEPHONE: 713-220-2288
FACSIMILE: 713-658-8211
WWW.ROTHFELDERFALICK.COM

SIGN POST
February 2010

THE BATTLE OF THE FORMS

Introduction

This memorandum addresses the rights, obligations, and liabilities of the parties when "dualing" or conflicting terms are contained in each party's sales/purchase documents.

Discussion

One of the most important changes in the longstanding law of contracts is the rejection of the common law "mirror-image rule" of contract formation. Under the common law doctrine, no contract could be formed unless there was a precise match between the terms of an offer and an acceptance. The appeal of the "mirror-image rule" was its simplicity and logical precision. However, the legal rule was out of step with the way the business world operates.

Buyers and sellers of goods often do not sign the same written agreement, or contract. Instead, it is a common practice for each to send the other one or more written documents, such as purchase orders, requests for quotations, correspondence, price quotations, invoices, and similar documentation. These documents will usually contain the same bargained terms such as price, quality, quantity, and delivery terms. But on other terms the forms will diverge in important respects, with each party's forms giving it the advantage. Other agreements might be reached orally then followed up by slightly varying written confirmations. Sometimes the conflicting terms and conditions contained in the exchanged documents results in a dispute that is commonly referred to as the "battle of the forms".

Article 2 of the Uniform Commercial Code ("UCC") and Chapter 2 of the Texas Business and Commerce Code apply to transactions involving goods. Section 2-207 of the UCC was drafted, and has been revised, in an attempt to resolve the battle of the forms. It states as follows:

§ 2-207. Additional Terms in Acceptance or Confirmation.

(a) A definite and seasonable expression of acceptance or a written confirmation which is sent within a reasonable time operates as an acceptance even though it states terms additional to or different from those offered or agreed upon, unless

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acceptance is expressly made conditional on assent to the additional or different terms.

(b) The additional terms are to be construed as proposals for addition to the contract. Between merchants such terms become part of the contract unless:
  (1) the offer expressly limits acceptance to the terms of the offer;
  (2) they materially alter it; or
  (3) notification of objection to them has already been given or is given within a reasonable time after notice of them is received.

(c) Conduct by both parties which recognizes the existence of a contract is sufficient to establish a contract for sale although the writings of the parties do not otherwise establish a contract. In such case the terms of the particular contract consist of those terms on which the writings of the parties agree, together with any supplementary terms incorporated under any other provisions of this title.

Section 2.207 permits the formation of a contract even though an offer and acceptance may differ on several terms. New terms contained in an acceptance or confirmation are treated as proposals for addition to the contract and, between merchants, such terms become part of the contract unless: (1) the offer limits acceptance to the terms of the offer or, (2) objection is made to the additional terms or, (3) the additional terms materially alter the original contract. A further change is the ability of the contracting parties to "fill in" the terms of an agreement, which is otherwise silent on a subject, by the parties' course of performance. In such cases, Section 2.207(c) operates to form a contract even if the writings of the parties do not agree.

Recommendations

An offer by a merchant to buy or sell goods in a signed writing that by its terms gives assurance it will be held open is not revocable, for lack of consideration, during the time stated or if no time is stated for a reasonable time. However, in no event may such period of irrevocability exceed three months. In addition, any such term of assurance on a form supplied by the offeree must be separately signed by the offeror. Forms sent to the buyer, then, should contain a time, not to exceed three months, that the offer to sell will remain open.

When a firm offer has not originated with the seller, but is found in a form supplied to the seller by the buyer, it is necessary that any term of assurance be separately signed by the seller. This means that regardless of whether the seller signs or initials the buyer's form at any other place, the seller must separately sign or initial or otherwise authenticate the provision which makes the firm offer binding.

Between merchants, additional terms are construed as proposals for addition to the contract, and become part of the contract unless: (1) the offer expressly limits acceptance to the terms of the offer; (2) the additional terms materially alter it; or (3) notification of objection to them has already been given or is given within a reasonable time after notice of them is received.

Section 2.207 does not specify a time in which notification of the objection must be made, and instead states the objection must be given "within a reasonable time". Therefore, the seller should endeavor to notify the buyer of its objection to additional terms within what a

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continued, from page 20

reasonable person would consider "a reasonable time". It is our recommendation that any such objection be made as soon as possible, but in any event, within thirty (30) days of receipt of the additional objectionable terms. Seller should also note whether or not the buyer's additional terms contain its own time deadlines, and if so, observe same.

Finally, Section 2.206 permits a contract to be formed by a seller by either a promise to ship or by shipment; therefore, the seller should avoid shipping goods in response to an order *before* the seller's own form is sent. If the goods are immediately shipped, a contract will be formed on the buyer's terms and the seller will lose the opportunity to obtain more advantageous terms.

Conclusion

By modifying its forms to reflect the foregoing rules, a seller should be positioned to transact business for the sale of goods on its own terms. Additionally, the seller should examine the documents supplied by its customers to determine whether or not they contain additional objectionable terms. When such objectionable terms are identified, the seller should timely notify the buyer of its objections.

PRESS RELEASES - *continued, from page 18*

Press Releases:

GEMINI INTRODUCES NEW GEMLEAF™ METAL-LEAFED LETTERS

FOR IMMEDIATE RELEASE

Cannon Falls, MN — Gemini Incorporated, a major manufacturer of dimensional letters, logos and plaques for the sign industry, introduces new GemLeaf™ Letters, which use an ultra-thin coating of real metal leaf applied to Gemini's modified Premium Extruded Acrylic.

Manufactured exclusively by Gemini, GemLeaf letters use the latest technology to replicate the age-old gilding process with real metal leaf applied to Gemini acrylic in thicknesses of approximately .0004". Unlike metal laminates, all GemLeaf products are laser cut for the ultimate in precision.

Featuring a variety of finishes, including Brushed Aluminum, Brushed Brass, Brushed Pewter and Brushed Copper; GemLeaf letters are the perfect solution for a project that requires the look of metal but the weight or application calls for a more delicate material. With Gemini's GemLeaf Letters, you can not only provide your customers with an elegant, high-end look, but you can do it without the cost of more expensive metal options. GemLeaf letters and logos are also ideal for exhibits and display applications because their laser-cut precision allows for exacting replication of any artwork.

Gemini's GemLeaf letters feature a real metal-faced product with a flawless polished edge. Currently, standard letters are available from 1" to 20" and in thickness ranging from 1/8" to 1/2" in any standard or custom style – large enough to get noticed and small enough for intricate detail and accent signage.

While GemLeaf letters are recommended for interior applications, Gemini's premium acrylic stock is impact modified specifically to reduce breakage, and its toughness and durability holds up much better than laminated letters on either urethane or PVC foam substrates.

Gemini Inc. has been a world leader in the development and production of dimensional letters, logos and plaques since 1964. To serve its customers better, Gemini has plants located in Minnesota, Iowa, Nevada, Texas, and Virginia in the United States; Neustadt, Canada; and Tamaulipas, Mexico. For more information, visit Gemini at www.signletters.com. You may also call Gemini toll-free at 1-800-538-8377 or email sales@signletters.com.

END

David Welch • Marketing/Communications
Gemini Incorporated
507-263-3957
davew@signletters.com

2010 57th Annual Conference Exhibitor & Sponsor Registration Form

Booth Registration with a Primary contact only, all others should be registered on Attendee Registration Form.
Advance Registration deadline is Friday, May 15, 2010.

Company_____

Name _____ Email _____

Address _____

City _____ ST _____ Zip _____ Phone _____

Exhibitor Booth Registration

Includes one 6' table top and complete conference registration for primary attendee including entrance to the Exhibit Hall for the Trade Show, all educational seminars and handout materials (except the Electrician CE Course), business meeting, refreshment breaks, Design Contest-Membership Meeting & Texas Party, and Saturday Awards Dinner & Auction. The Electrician CE Course, Golf Tournament, and Six Flags Over Texas Group Attraction Passes are an additional charge. *The form for electricity and receiving information is attached – these arrangements should be made directly with The Worthington Hotel.*
Note: There is no charge for Sign Manufacturers and their employees to attend the Trade Show only.

____TSA Member ($450.00 before May 15 or $500.00 after May 15).....$ _____
____Non Member ($675.00 before May 15 or $725.00 after May 15).....$ _____

Non Exhibiting Product Manufacturers, Manufacturer Reps, Suppliers and Associate Members must pay the same as price as Exhibitors to attend the Trade Show Only.

For planning purposes, please check which event(s) you will be attending.
____Friday Design Contest and Membership Meeting and Texas Size Party ____Saturday Awards Dinner & Auction

Additional Table Tops

TSA Member - $175.00 per table.....$ _____
Non Member - $200.00 per table.....$ _____

Golf Registration (Includes Breakfast and Lunch) (Friday)

____Handicap ____TSA Member ($125.00 per person) or ____Non Member ($175.00 per person).....$ _____
All golf team pairings will be selected randomly - no requested pairings.

Six Flags Over Texas Group Attraction Passes ($27.00 per person) (Advance Purchase Only, Non Refundable).....$ _____

Sponsorships Available Platinum Sponsors will be recognized during the Awards Dinner. All levels of sponsorship will be listed on conference signage and program. Sponsorship payments must be received, in full, prior to April 16, 2009, to allow Sponsors to have first pick of booth space and to be included in conference advertising. Other exhibitor space will be on a first come first serve basis.

____Platinum ($3000.00).....$ _____
____Silver ($1000.00).....$ _____
____Bronze ($500.00).....$ _____

Golf Sponsorships Available Sponsorship is a great way to promote your business, the association and the sign industry, all at the same time. Please mark your choices. Golf Sponsorships are available to anyone.

Individual Hole Sponsorships Available Maximum of 3 sponsors per hole and recognized on the signage at individual hole.

____Hole #1 ($200.00) ____Hole #9 ($200.00) ____Hole #18 ($200.00).....$ _____
Hole #____ - all other holes are $100.00 each.....$ _____

Golf Food and Beverage Sponsorships Available Maximum of 2 sponsors per category and recognized on the signage and in program.

____Golf Breakfast ($500.00).....$ _____
____Golf Lunch ($750.00).....$ _____
____Beverage cart at course ($750.00).....$ _____

Conference Program Ads The Sign Post will be used as the Conference Program. If you have an ad in the Sign Post for the year, you will not need an ad for the Conference. Deadline for receipt of ad copy and payment is May 1, 2009.

____Full Page * no bleed, Size – 7.25" X 10" ($300.00).....$ _____
____Half Page * no bleed, Size – 5" X 8" ($175.00).....$ _____
____Quarter Page * no bleed, Size – 2.5" X 8" ($125.00).....$ _____
____Eighth Page * no bleed, 2" X 3.5" ($100.00).....$ _____

TOTAL .....$ _____

Online registration is available at www.txsigns.org, see TSA Membership and Event Management Site, located below the welcome on the home page.

Method of Payment: Payment must be received with registration form. No registrations will be invoiced.
____VISA ____MasterCard ____AMEX ____Check Enclosed # _____

Cardholder's Name_____

Credit Card Number_____Exp _____

Billing Address_____ ST_____ Zip _____

Cardholder's Signature_____

Please submit this form to the Texas Sign Association by Friday, May 28, 2010, via fax, mail, or email. No cancellations will be accepted after this date.
Texas Sign Association - 7070 Rye Loop, Bryan, TX 77807 - 979-778-3170 - fax 979-778-3120 - Leona@txsigns.org - www.txsigns.org

The Worthington
A RENAISSANCE HOTEL

Return Order by Fax to:
(817)882-1727
Att: EVENT TECHNOLOGY
(817)882-1674

Exhibitor Audio Visual Order Form

Customer Information

Convention Name _____

Booth Name _____

Name _____

Address _____

City _____ State _____ ZIP _____

Phone _____ Fax _____

Set Up / Tear Down

Order Date _____

Delivery Date _____

Time _____

Pickup Date _____

***multiply the number of days times the unit price.**

Qty	Item	# of DAYS		Unit Price	TOTAL
	Booth Power (15 amp 120 volt circuit)	1	x	**$45.00**	
	100 Amps 3-Phases Power Drop		x	$900.00	
	50 Amps 3-Phases Power Drop		x	$450.00	
	Hubbell Drop (six 20amp power drop)		x	$350.00	
	Pipe and Drape (per ft) Balck (Height 12ft, 22ft)		x	$12.00	
	Gobo - Custom Metal		x	$185.00	
	21" Flat Screen Computer Monitor		x	$175.00	
	42" Flat Screen Plasma Display		x	$400.00	
	50" Flat Screen Plasma Display		x	$450.00	
	Computer Speakers		x	$50.00	
	Laptop Computer w/mouse		x	$250.00	
	Wireless Mouse/Powerpoint Advancer		x	$45.00	
	Professional DVD palyer		x	$115.00	
	8' x 8' Tripod Screen		x	$55.00	
	54" Cart for Video/ Computer Monitors		x	$30.00	
	Power Strip and Extension Cord		x	$30.00	
	Hanging Banners		x	$50.00	
	T1 Internet Connection (Computer must have Ethernet card)	1	x	$275.00	
	T1 Internet Connection Second and Consecutive Days		x	$100.00	
	Wireless Internet Connection (per port per day)		x	$100.00	
	Pin Spot Light (per light)		x	$50.00	
	Analog Phone Line with Phone (Dial 9 for outside line)		x	$85.00	
	3200 Lumen LCD Projector (with screen add $55/day)		x	$350.00	
	If you require an Item not on this list, please call for assistance				

Payment Details

○ Check ○ Credit Card/Card Type _____

Card Holder's Name _____

CC # _____

Expires _____

I hereby authorize The Renaissance Worthington Hotel to charge my credit card for electrical / equipment requirements. I agree that any dispute will be resolved no later than ten (10) days from the date of the folio receipt.

Signature _____

SubTotal		
22% Service Charge*		
Total Including Service		
Taxes	8.25%	
TOTAL		

AVEO:

FOLIO:

*Service Charge is mandatory for all sales: A tech will always be staffed to assist you with any technical needs

Cancellation of order must be received 49 Hours prior to delivery day to avoid a minimum 1 day charge.
We look forward to seeing you at the Hotel.

NOLAN RAY BARNETT

Founder of Barnett Signs

Nolan Barnett started Barnett Signs in 1971, retiring after 25 year in 1996. Nolan loved working in the sign industry. He was an incredible man!

Nolan Ray Barnett, born July 6, 1933 passed away on January 16, 2010.

He is preceded in death by his brothers: Devon Barnett and Derl Barnett and sister: Evelyn McKinnis. Nolan is survived by his wife of 57 years, Delilah Barnett; children: Vicki Rosner and husband Fredd, Barry Barnett and wife Gina, and Reuben Barnett; grandkids: Brian Barnett and wife Julie, Kelly Barnett, Brittany Tillison and husband Derek and Jared Barnett; great grandkids: Brooke, Bradley, and Brandon Barnett; brother: Lavell Barnett and wife Vondell.

Mr. Barnett was laid to rest Monday January 18, 2010, 2:00PM at New Hope Funeral Home.

Link to Slideshow:
http://www.youtube.com/watch?v=ezmV1FDiR9E



Sign up for lower premiums.

The Texas Sign Association group discount program offers workers' comp premium discounts to members who install, erect, repair or manufacture signs. Eligible policyholders also receive a health care network discount of up to 12 percent, as well as potential dividends. Sign up for workers' comp from TSA and Texas Mutual Insurance Company and lower your premiums today.

HERE FOR TEXAS. HERE TO STAY.®

TexasMutual® Insurance Company

Texas' leading provider of workers' compensation insurance

Ask your agent to visit tsa-compgroup.org, or call (800) 406-9614.

Dividends are based on performance and are not guaranteed.
Texas Mutual Insurance Co. has services for non-English speakers available upon request.

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CURRENT PROCEDURE FOR TDLR TESTING

You basically must qualify with TDLR before testing will be allowed. (see details below)

PSI administers licensing examinations for the TDLR electrician occupation. PSI offers testing at 22 locations throughout Texas and some in adjoining states. For general information about PSI, go to the company's website, www.psionline.com. For information about the PSI testing program, go to www.psiexams.com.

Get a copy of the Electrician Candidate Information Bulletin (CIB) for detailed information about taking examinations at PSI. This document is vital to your understanding of the examination process. It is available as an Adobe PDF file, suitable for printing. Acrobat Reader is necessary to view .pdf files. If you need to obtain a copy of this program, it is available as a free download for Windows or Macintosh operating systems.

Applicants must file an application before becoming eligible to sit for the examination. Follow the instructions to file the application. Applicants will be notified by mail if their application is incomplete.

Once an applicant is eligible to sit for an examination, TDLR will notify PSI electronically. PSI will then send a post card to the address given on the application to notify the applicant of their eligibility. The post card will also provide instructions on how to schedule an examination. To schedule an examination the examination fee will be paid directly to PSI. Check the CIB for amounts and additional information.

Hope this helps,
Lonnie…
TSA Sign Advocate



New Member Profiles:

C&J Cladding, LLC located in Houston, Texas with business operations since 1995, owns one of the largest arrays of automated cladding machines in the industry, selling its services to machine shops and oil field equipment manufacturers. C&J specializes in cladding onshore and offshore drilling production components. Cladding is a process of welding a bonding material onto a base metal, where the bonding material then acts as a shield to protect the metal from erosion as highly corrosive fluids pass through the wellhead.

DW Sales is a full-line distributor of stud welding equipment and supplies. We offer new and reconditioned stud welders from several manufacturers including the ISA endorsed Lynx 3 Modular Stud Welding System by International Welding Technologies. DWS is the exclusive representative for International Welding Technologies in the Southwest. We repair all makes and models of stud welding equipment and can provide "loaner" equipment in the interim. We stock a large variety of weld studs and related fasteners in aluminum, steel, and stainless steel. Conveniently located in Fort Worth , TX , DWS provides daily delivery service to all of DFW. Rapidly approaching our 20th year in business, our customer list covers 10 states and growing. Let us lend our more than 35 years of stud welding experience to your fabrication process.

Houston Unlimited Inc.
Houston Unlimited Inc.
9400 Highway 290 East
Chappell Hill, TX 77426
979-836-7568
leonard@houstonunlimitedinc.com

Southern Stud Weld, Inc.
Southern Stud Weld, Inc.
3645 Conflans
Irving, TX 75061
972-790-3339
877-929-6707
cserrell@studweld.com

Southern Stud Weld, Inc. (www.studweld.com) is a full service stud-welding manufacturer and supplier. We manufacture aluminum, stainless and mild steel weld studs along with tapped pad studs. In addition to weld studs, we also manufacture aluminum reverse channel letter and large mounting clips. We distribute, sell, and rent high-quality stud-welding equipment systems and have a wide variety of stud-welding accessories. Southern Stud Weld, Inc. is a dedicated manufacturer/supplier to the sign industry. For more than twenty years Southern Stud Weld has supported our customer needs through sales, service, equipment training, and technical support.

2010 ELECTRICIAN EDUCATION SCHEDULE

ELECTRICIAN EXAM REVIEW (2 DAY)
$300 members/$400 non-members:

8:00 a.m. – 5:00 p.m.

March 12-13–Houston, TX;
Houston, TX 77070

July 16-17–DFW Area;
Dallas, TX

Sept. 24-25–San Antonio
San Antonio, TX 78216

For more information and to register online log in

CONTINUING EDUCATION COURSE: (4 HOURS) - $50 members/$75 non-member:

8:00 a.m. – 12:00 (noon) CE Course: # 4523

February 20–Lubbock
River Smith
5th & Ave. Q
806-765-8164
10:00 am – 2:00 pm

February 27th–DFW Area;
TBD

March 20st–Houston
State Sign Corporation
7630 Hansen, Houston, TX
713-943-1831

March 13th–San Antonio
Comet Neon
235 W. Turbo San Antonio, TX
(210) 341-7244

8:00 a.m. – 12:00 (noon) CE Course: # TBD

June 12, 2009– Ft Worth
Renaissance Worthington (Convention)
Sundance Square, Ft. Worth

September 18 – Houston
The Sign Factory, Houston, TX
5101 Ashley Court, Houston, TX
713-849-4575

October 16th– Austin Area
Lewis Sign Builders
16910 S. IH 35, Buda Tx
512-312-4555

TDLR Course # (4523) NEC Compliant Sign Installation **Phase V**, This 4-hr course will satisfy TDLR's mandatory continuing education requirement. You will learn:

A) NEC Organization & History
B) Basic Electricity
C) Understanding Grounding & Bonding
D) Highlights from Article 600
E) LED's and the NEC
F) Things to know in the Law
G) Important points in the Rules

Developed and written by Lonnie Stabler ★ *TSA Presenter: Lonnie D. Stabler* ★ *TSA is TDLR Provider #1006*

ON-LINE CONTINUING EDUCATION COURSE: (4 HOURS) - $24.95 members/non-member:

http://tsa.bosscommerce.com TSA members will receive a $5.00 credit on the $24.95 fee

*Electrical license renewal credit is given only once for a specific class attended. It is the attendee's responsibility to determine if they have attended/received credit for a specific class. TSA will not be responsible for duplication. Check TDLR's website for courses completed: http://www.license.state.tx.us/ContinuingEducation/CourseSearch.aspx?ProviderType=730

Local Association Updates:

SAN ANTONIO SIGN ASSOCIATION UPDATE:

As of Jan., Pete Sitterle from Comet signs, Paul Rohlfs of Budget Signs and Larry Gottsman of Aetna Sign Group, and myself, have been meeting on a regular basis with The City of San Antonio. The purpose of these meetings, are to help The City and various neighborhood associations hash out definitions & regulations regarding Electronic Message Centers. We also have been joined by Joel Heine from Daktronics. Joel has been a great asset to our meetings, not only for technical questions, but visual demonstrations. The City needed technical & industry feedback regarding size, setback, height, dwell time, and the most prevalent, brightness. At the time of this article been written, the next meeting is going to be a public forum for public input. The SASA chartered a bus & took all City staff & committee members on a tour at night, of all message centers that had a complaint filed with The City. We, as an association feel that the major issue with message centers is brightness. Joel gave a standard of .3 lumens for brightness which The City has adopted. We feel that if the brightness issue is taken care of, all the other issues will be resolved. We are also pleased that The City now informs and solicits SASA for industry feedback and definitions. SASA has proven to The City that our industry has a voice and will continue to work diligently with The City on present and future code regulations. Final outcome of these meetings will be reported in the next issue.

Lydell Toye SASA

GREATER DFW SIGN ASSOCIATION UPDATE:

March 11, 2010

Dear GDFWSA Members and Friends:

Recently, our board met for strategic planning on how to enhance the organization and bring even more membership value for 2010 and beyond. One of our key changes will be to incorporate subject matter experts in our industry at our meetings to broaden product and service awareness. While we have a very young association, we are excited about our accomplishments to date and the plans we are undertaking.

Your membership is critical to our success. It has helped us make inroads with an ongoing code rewrite for Arlington, Corsicana and other cities. The Institute for Justice Texas Chapter has challenged Dallas's recent window sign ban in federal court. We've created awareness with several civic organizations in the Metroplex by joining forces. We started a Political Action Committee (PAC) fund to aid local politicians sensitive to our cause. And, we're beginning to attract business owners that have a vested interest in equitable sign ordinances.

Your involvement will help us continue the pursuit of our goals. We know times are tough for all businesses in this challenging economy. We are now offering a two year general membership for $300.00 (one year is still just $175.00; business members are only $100.00.) If you'd like to donate to our PAC, this resource will be invaluable for upcoming area elections.

On April 29, 2010, we'll have our annual membership meeting at the Sterling Hotel to induct new directors, vendors and outline our future plans for key events. Our TSA Sign Advocate Lonnie Stabler will speak at this meeting also. Please make plans to attend; details will be posted on our website and a reminder email is forthcoming.

Thanks again for your support of the Greater DFW Sign Association!

Sincerely, Paul Ingle, President

GREATER HOUSTON SIGN ASSOCIATION UPDATE:

For more information, please come by our booth at the 57th Annual Conference, Trade Show, or contact Leona Stabler at 979-778-3170.

Regards, GHSA

VALLEY SIGN ASSOCIATION UPDATE:

For more information, please come by our booth at the 57th Annual Conference, Trade Show, or contact Leona Stabler at 979-778-3170.

Regards, VSA

For more information, please come by our booth at the 57th Annual Conference, Trade Show, or contact Leona Stabler at 979-778-3170.

Regards, ASA

2010 57th Annual Conference Attendee Registration Form

Complete a separate form for each registrant Guest and/or Child.
Advance Registration deadline is Friday, May 15, 2009.

Company_____

Name _____ Email _____

Address _____

City _____ ST _____ Zip _____ Phone _____

Full Conference Registration

Includes complete conference registration for primary attendee including entrance to the Exhibit Hall for the Trade Show, all educational seminars and handout materials (except the Electrician CE Course), business meeting, refreshment breaks, Design Contest-Membership Meeting & Texas Party, and Saturday Awards Dinner & Auction. The Electrician CE Course, Golf Tournament, and Six Flags Over Texas Group Attraction Passes are an additional charge.

____TSA Member/Spouse/Guest - ($250.00 before May 22 or $300.00 after May 22).....$ _____
____Non Member/Spouse/Guest - ($350.00 before May 22 or $400.00 after May 22).....$ _____

For planning purposes, please check which event(s) you will be attending.

____Friday Design Contest and Membership Meeting and Texas Size Party ____Saturday Awards Dinner & Auction

Individual Event Registration This section applies to additional guests (including children) not registered under Full Conference Registration that want to attend the Friday Design Contest and Membership Meeting and Texas Size Party or Saturday Awards Dinner & Auction and/or Trade Show Only.

TSA Member/Spouse/Guest - ($75.00 per event before May 22 or $100.00 per event after May 22)
____Friday Design Contest and Membership Meeting and Texas Size Party ____Saturday Awards Dinner & Auction .....$ _____

Non Member/Spouse/Guest - ($85.00 per event before May 22 or $110.00 per event after May 22)
____Friday Design Contest and Membership Meeting and Texas Size Party ____Saturday Awards Dinner & Auction .....$ _____

Child of this registrant - ($40.00 per child under the age of 12, per event) All others must register as an adult.
____Friday Design Contest and Membership Meeting and Texas Size Party ____Saturday Awards Dinner & Auction .....$ _____
____ Trade Show Only – (No charge to Sign Manufacturers. Each person entering the Exhibit Hall must complete a Full Conference Registration Form and have a Badge.)

Golf Registration (Includes Breakfast and Lunch) (Friday)
____TSA Member ($125.00).....$ _____
____Non Member ($175.00).....$ _____
Handicap____
All golf team pairings will be selected randomly - no requested pairings.

Electrician CE Course Registration (Saturday) License Type _____ License Number _____
____TSA Member ($50.00 per person) or ____Non Member ($75.00 per person).....$ _____

Six Flags Over Texas Group Attraction Passes ($27.00 per person) (Advance Purchase Only, Non Refundable)
Number of Tickets____ @ $27.00 per ticket.....$ _____

Golf Sponsorships Available Sponsorship is a great way to promote your business, the association and the sign industry, all at the same time. Please mark your choices. Golf Sponsorships are available to anyone.

Individual Hole Sponsorships Available Maximum of 3 sponsors per hole and recognized on the signage at individual hole.
____Hole #1 ($200.00) ____Hole #9 ($200.00) ____Hole #18 ($200.00).....$ _____
Hole #____ - all other holes are $100.00 each.....$ _____

TOTAL.....$ _____

Online registration is available at www.txsigns.org, see TSA Membership and Event Management Site, located below the welcome on the home page.

Method of Payment: Payment must be received with registration form. No registrations will be invoiced.
____VISA ____MasterCard ____AMEX ____Check Enclosed # _____

Cardholder's Name_____

Credit Card Number_____Exp _____

Billing Address_____ ST_____ Zip _____

Cardholder's Signature_____

Please submit this form to the Texas Sign Association by Friday, May 22, 2009, via fax, mail, or email. No cancellations will be accepted after this date.
Texas Sign Association - 7070 Rye Loop, Bryan, TX 77807 – 979-778-3170 – fax 979-778-3120 – Leona@txsigns.org – www.txsigns.org

Classified Ads:

1999 GMC C6500 w/ Wilkie Model 60 Ladder

218,898 miles. Professionally maintained by ASE certified mechanic. Complete with PTO, remote engine throttle, hydraulic outriggers, full deck over cab. 1920 service body with lamp bins and 6 under body parts lockers. This vehicle is in excellent condition and has been well maintained.



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General Manager
713.943.1832 x25
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2010 CALENDAR OF EVENTS

APRIL

1st -	TSA	Design Contest Opens	www.txsigns.org
7th – 10th	ISA	Sign Expo – Orlando, FL;	www.signs.org
22nd	GHSA	Spring Social Event, Houston, TX;	www.greaterhoustonsigns.org
28th	GDFWSA	General Membership Meeting	www.greaterdfwsigns.org

MAY

1st	TSA	Deadline for Design Contest Entries;	www.txsigns.org
1st	TSA	Advertising Deadline, 3nd Qt SignPost (Conference Issue)	www.txsigns.org
10th	TSA	57th Annual Conference - Hotel Registration Deadline;	www.txsigns.org
10th	TSA	Advance Conference Registration Deadline;	www.txsigns.org

JUNE

10th – 13th	**TSA**	**57th Annual Convention Renaissance Worthington Hotel Sundance Square – Fort Worth, TX;**	www.txsigns.org
12th	TSA	Electricians CE Course – Fort Worth, TX;	www.txsigns.org

JULY

16th – 17th	TSA	Electrician Exam Review Course – DFW Area;	www.txsigns.org
14th – 18th	MSSA	Convention & Trade Show – Florence, AL;	www.midsouthsignassociation.org

SEPTEMBER

1st	TSA	Advertising Deadline, 4th Qt SignPost	www.txsigns.org
24th – 25th	TSA	Electrician Exam Review Course – San Antonio, TX;	www.txsigns.org
16th	SASA	General Membership Meeting	
18th	TSA	Electricians CE Course - Houston, TX;	www.txsigns.org

OCTOBER

12th	GHSA	Membership Meeting;	www.greaterhoustonsigns.org
16th	TSA	Electricians CE Course – Austin Area, TX;	www.txsigns.org

NOVEMBER

11th	ASA	Arizona Sign Association Table Top	www.arizonasign.org

Safety Tips

Hazard Alert - Ladder Safety
Each year, about 50 construction workers are killed by falls from ladders. More than half of the deaths occur to people working from ladders. Twice as many falls occur stepping down compared to going up ladders. The main cause of falls from straight and extension ladders is sliding of the ladder base. For self-supported ladders or stepladders, the main cause is tipping sideways. A lot of workers carrying ladders hurt their backs, too.

Protect Yourself
- Choose the right equipment. Use ladders mainly for climbing to or from other levels. If you can – instead of using ladders to work from – use scaffolds or scissor lifts; they are safer to work from.
- Choose the right ladder length.
- A sticker on a commercial ladder tells you its maximum weight capacity. Use only type I, IA, or IAA ladders, which can support 250,300, and 375 pounds, respectively. OSHA says job-made portable ladders must be tested for strength; a regular ladder must be able to hold at least 4 times its maximum weight capacity.
- Ladder rungs, cleats, and steps must be parallel, level, and evenly spaced (10 to 14 inches for most ladders). The rungs and steps of metal ladders must be grooved or roughened to minimize slipping. Side rails must be at least 11.5 inches apart.
- Do not tie ladders together.
- If you use two or more ladders to reach one spot, they must have a platform or landing between them.
- Ladder parts must be smooth to prevent punctures or cuts or snagging of clothing.
- Wood ladders must not be painted with a coating that can hide defects.
- Employees must be trained in ladder use. A competent person must train employees in site-specific ladder safety.*

Setting up a Ladder
- Use 2 people to carry and set up a ladder, if possible.
- Keep all types of ladders (and tools) at least 10 feet away from live overhead power lines and other overhead obstructions. Aluminum and even wet or dirty wood or fiberglass ladders can conduct electricity.
- Set a ladder on firm, level ground. Use ladder levelers on uneven ground. Secure the ladder – tie it down, use slip-resistant feet, or have someone hold it in place. (A ladder on a slippery surface must be tied in place or held.)
- Keep the area around the top and bottom of a ladder clear. In passageways, doorways, or where traffic or other activities can occur, secure the ladder or block off the area.
- Do not set a ladder on a scaffold, box, or other object.
- **Stepladders:** All four legs must be on solid, level ground. The spreaders must be locked fully open. Never climb on the cross-bracing. Never lean a stepladder against a wall.
- **Straight and extension ladders:** The ladder base should be 1 foot from the building (or top support, such as an eave) for every 4 feet of ladder length up to the resting position. Counting rungs will give you a good estimate of the ladder length; rungs are about 1 foot apart.
- After you set up an extension ladder, lock the top section in place. Extension ladder sections must overlap – by at least 3 feet for ladders up to 32 feet, by 4 feet for ladders 32 feet to 48 feet, and by 5 feet for ladders 48 feet to 60 feet.
- Both rails must rest evenly on the resting spot, unless the ladder has a single-support attachment.
- When a ladder is used to get on or off a roof, secure the ladder by tying. The side rails should be at least 3 feet above the roof to be safe. Job-made ladders should let you get on or off a ladder by stepping between the rails. If you have to step around a ladder because of rungs, there should be a grab rail attached to the building to help you. (OSHA requires the grab rail and tie-off if a ladder doesn't extend at least 3 feet above the roof.) If there is a high parapet wall, use a stairway or some other way to get on or off the parapet.

Using a Ladder
- Always check a ladder before you use it; recheck it if it has been unattended.
- Always face a ladder when using it.
- Wear shoes with slip-resistant soles.
- Always have a 3-point contact (such as, one hand and two feet).
- Keep your body centered between the side rails of the ladder – so you don't tip over the ladder.
- Never work from the top or top step of a stepladder, or from any of the top 3 steps of a straight or extension ladder.
- If you must work from an extension ladder, consider using a fall protection system attached to a secure anchor point on the building, especially if pushing, pulling, or prying. (The fall protection should be designed by a qualified person.**) And keep both feet on the same rung.
- Do not hold objects in your hand when moving up or down or stepping on/off a ladder to an upper level. Attach objects to your tool belt or pull them up on a line after you get to your work spot.
- Do not use a ladder when it is windy.
- Never move a ladder while someone is on it.
- Lower the top section of an extension ladder before you move it.

Inspecting a Ladder
OSHA says a ladder must be inspected regularly for visible defects by a competent person and after any incident that could affect its safe use. Check your ladder for damage before each use. If a ladder is damaged, label it, Do not use, and take it away until it is fixed. Destroy it if it can't be fixed.

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