

THE LEADING EDGE



United Application Standards Group



Note

From the President

It's crazy to think we're already half-way to Christmas! Many of our members are reporting record numbers so far in 2017, and it doesn't look to be easing up anytime soon.

The Board of Directors has been hard at work to provide our members with great value. As I mentioned in our last newsletter, we are focused on improving the UASG's position as the premier certifying body in our industry. Our Google Adwords campaign is in full swing and we are driving hundreds of clicks to our search pages each week. We are currently working on the development of an exclusive groundbreaking training program. The plans are being finalized for the Fall general meeting—and it's going to be amazing!

We have a great day of education, networking and motivation planned. You definitely don't want to miss it! We have some awesome roundtables planned that will cover topics such as Cyrious software, Q&A with insurance experts, business leadership and more! Ken Coleman, host of The Dave Ramsey Show video channel, will be delivering the keynote speech. I urge you all to take advantage of every benefit of being a UASG member, especially the opportunity to network with other printers and installers from across the country. I have built long lasting personal and professional relationships that all started from sitting next to someone at a general meeting.

Don't forget you can get discounts on any Choice Hotels reservations using the link below: <http://www.choicehotels.com/?clientid=SKq4HhdsOWw>

So here's to a great second half of the year! I'll see y'all on Bourbon Street!

Chris Prenovost



www.facebook.com/unitedapplicationstandardsgroup

To share ideas, thoughts and concerns among the UASG membership in a private setting, access our closed Face Book page: <https://www.facebook.com/groups/UnitedApplicationStandardsGroup/>

Current Board of Directors

Chris Prenovost	President
Mark Trumbull	Vice-President
Al Chieco	Co-Chairman, Ethics Committee
Steve Reininger	Co-Chairman, Ethics Committee
John Carthey	Chairman, New Members
Lloyd Paxton	Chairman, Certification Committee
Mike Stavreffe	3M Representative
Rick Paukert	3M Representative
Ward Schneider	
Greg Ford	
Julie Martin	
Mark Knoff	

Other

Sharon Paxton	Secretary, Certification Committee
Kip Johnson	Administrator, Treasurer
Jan Clippard	Secretary

Contact Info:

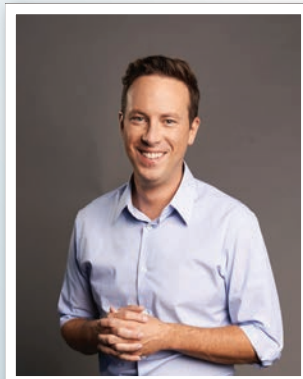
Questions / Comments: feedback@uasg.org
On The Web: www.uasg.org



United Application Standards Group

Annual Membership Meeting Keynote Speaker Ken Coleman

An acclaimed interviewer and broadcaster, Ken Coleman is the host of The Dave Ramsey Show video channel, Ramsey Solutions live events, and the top-rated EntreLeadership Podcast. He is also the author of One Question: Life-Changing Answers from Today's Leading Voices.



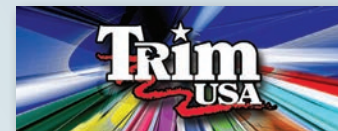
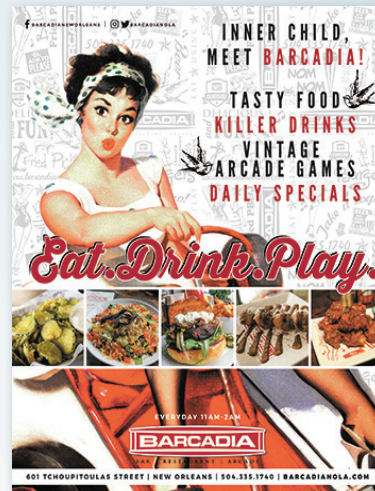
Ken has interviewed hundreds of well-known celebrities, including legendary Duke basketball coach Mike Krzyzewski, who described Ken as a "young Charlie Rose." Ken has garnered acclaim for his in-depth conversations with heads of state, champions of sport, captains of industry and entertainment icons.

An insatiable student of success, Ken combines engaging storytelling with a passionate delivery to share insights and observations on the traits and tactics of great leaders, the culture and characteristics of great teams, the principles of personal growth and the path to fulfilling our purpose.

Ken has equipped, encouraged and entertained national and international audiences and will help your audience grow both professionally and personally.

Member Social

(Sponsored by Trim USA)
Thursday, October 12, 5 – 8 PM



Planning on attending the General Meeting in New Orleans? Who's ready to Eat, Drink, and Play? Check out what's new at Trim USA, catch up with your favorite UASG member and meet some new ones.

Join Trim USA for a fun social in the French Quarter at Barcadia on Thursday, October 12th from 5-8 PM, where you can try your hand at vintage arcade games, enjoy authentic New Orleans fare and over 40 craft beers on tap! Make sure to RSVP and we look forward to seeing you there!

Barcadia

601 Tchoupitoulas Street
New Orleans, LA 70130



UASG Hotel Headquarters

Renaissance New Orleans Pere Marquette (French Quarter Area)
817 Common Street, New Orleans LA

The UASG has worked out a special price of \$175/night for all UASG members. When you go to reserve your room online, it will show \$199/night, but when you check out, you will receive a \$24 credit per room per night.

To book your room, simply click on the link below or copy and paste in your browser.

There is limited availability, so be sure to book your room now!



<https://aws.passkey.com/go/UASGANNUALMEMBERSHIPMEETING>





United Application Standards Group

Annual Membership Meeting

Friday, October 13th! 8 – 4 PM
Renaissance New Orleans Pere Marquette (French Quarter Area)
Meeting Rooms: Storyville I & II

We have put together an exciting program for the membership and look forward to seeing everyone on Friday the 13th in New Orleans. What could be better than spending Friday the 13th in New Orleans? Maybe Halloween or Mardi Gras, but that's it!

In addition to the keynote speaker, which you will not want to miss, we will again feature roundtable discussions on a variety of topics that are sure to be of interest to you. These small groups will focus on a core topic and allow the participants to engage in meaningful dialogue with the presenter.

Roundtable Topics

Cyrious Software – 100% built for sign, graphics and print providers like UASG members!

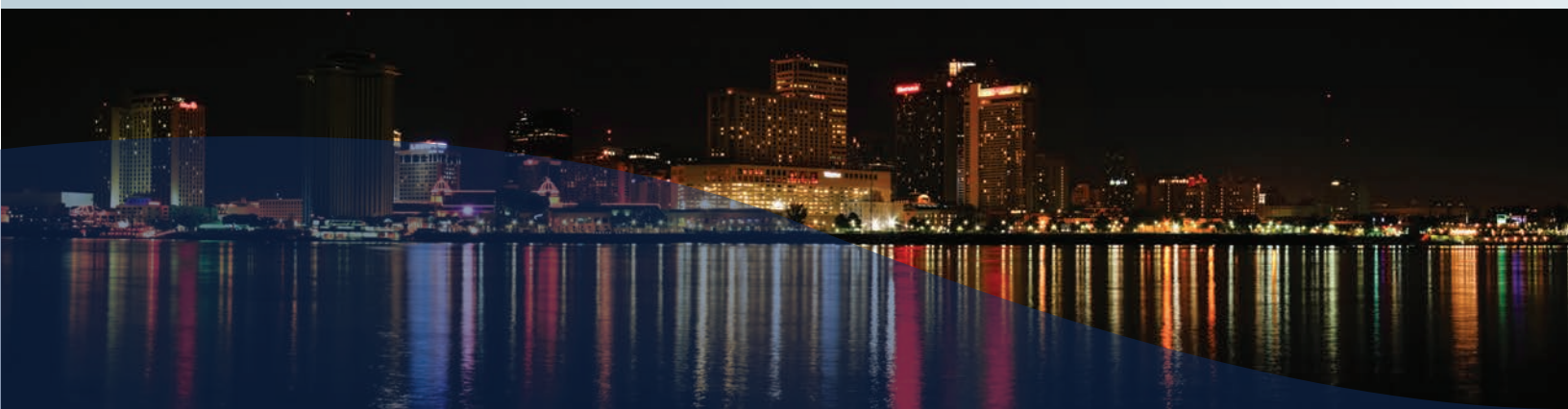
ALLDATA – pdf's that illustrate removal and reinstallation of body parts on the vehicles you wrap.

Advertising Systems – Looking for qualified installers that can handle their Traxx systems for truck side banners? Advertising Systems will demo an install on a mock truck side in order to familiarize UASG members with their product and create a list of companies that they could rely on to handle their installs nationwide.

Carolina Profiles – Learn how to use custom assessments developed by Carolina Profiles and the UASG to identify new hires that are likely to make it at your company. These profiles can also be used to coach existing installers as well.

Worker's Compensation Insurance – share your concerns and questions with the presenter in order to get a better understanding on this type of insurance.

3M – Learn about the latest news coming out of the 3M Commercial Solutions Division.





United Application Standards Group

New Members (Second Quarter 2017)



**AutoTrim Design
of Northeast Wisconsin**
Jaime Thienel – General Manager

990 South Lake Street
Neenah WI 54956
920-832-0094

jmthienel@autotrimdesign.com



Tested Installer: Jordan Thienel

Vehicle Wraps & Custom Graphics

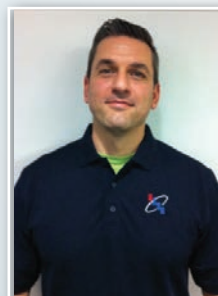
Many customers, commercial or private party, are looking to achieve a custom look for their vehicle which a vinyl wrap or custom graphics can achieve at a fraction of the cost of a paint job. Here at Auto Trim DESIGN we restyle boats, atvs, utvs, motorcycles, snowmobiles, cars, trucks and everything in between.

We can give you that customized look with anything from custom graphics, simple color change accents, partial wraps or full vehicle wraps. Considering the wide variety of wrap color choices and digitally printed custom wraps, the possibilities are endless! Should you want to change the graphics down the road, they are completely removable and you can mix it up by doing something different.



CW Wraps & Marketing
Sam Carlino - Owner

CW Wraps & Marketing
5070 E. Seltice Way
Post Falls ID 83584
208/777-9727
samc@cwwraps.com



Tested Installer:
Sam Carlino



Tested Installer:
Randy Pettyjohn

From humble beginnings to a national presence, CW Wraps & Marketing has grown on principle and delivery. We set out to become the number one vinyl wrap company in the Inland Northwest and create a culture that produces and thrives on lasting relationships & superior quality.

We are proud to announce we are Idaho's only 3M USAG Certified installation company and recently added a new UV flatbed printer to work alongside our two wide format printers. Having grown from a sole owner/operator to a full staff of creatives, developers, installers, production crew and management, we have all the bases covered for any project that comes through our doors. Located in Post Falls, Idaho with convenient interstate and highway access nearby, our shop is fully equipped to produce and install most projects. For the rest, our mobile install teams and network of installers have you covered nationwide.



Bottom Sign Company
Joey Bates - Owner

4105 Earnings Way
New Albany IN 47150
812/949-7446
robin@bottomsign.com



Tested Installer: Joey Bates

Since 1955, Bottom Sign Company has mastered the art of sign making. From hand painting to multi-surface graphic application, we design, build, service and install. Growing with the industry has given us the knowledge to have the right tools for the job. We are proud to be a UASG member and to be recognized as a 3M Certified Graphics Installation Company.





United Application Standards Group

New Members (Second Quarter 2017)



Genesis Autoworks, Inc.
Joshua Maharajh - Owner

9291 Bendel Place, Suite 100
Elk Grove CA 95624
916/685-0062
joshua@genesistinting.com



Tested Installer: Joshua Maharajh

Genesis Autoworks, Inc. was founded in 2004 by a small group of entrepreneurs in Elk Grove, CA. Our goal remains the same, to exceed our customer's expectations by offering superb service along with expert installations. Thanks to our loyal customers, we now have two growing locations in the greater Sacramento area. In addition, we have expanded our services and now specialize in applied vinyl graphics and full vehicle wraps. With our drive for excellence and customer satisfaction, we made the decision to become a member of the UASG and 3M Certified network. We couldn't be more proud of this accomplishment!



Signs-N-Things

55 Central Avenue
Farmingdale NY 11735
631/293-6573
ted@signs-n-things.com



Tested Installer: Ted Bentz

Signs-n-Things, Inc. is based on Long Island, New York and was established in 1992. SNT designs, produces and installs a large variety of signs and graphics ranging from vehicle wraps to trade show displays. Our team has the knowledge, experience and technology to service nearly every project. SNT meshes old and new technology in order to create eye-catching custom signs and graphics.

Industry News - On the Move

Trim USA would like to announce the newest member of their team!



As the Director of Marketing, Jan (Hillhouse) Clippard will be promoting all of the amazing products that Trim USA has to offer! Jan comes to Trim with over 14 years of experience in the vinyl world of vehicle wraps and architectural graphics. Jan is a native of Anderson SC and currently resides in upstate of SC with her husband and two children. As a graduate of Clemson University, she enjoys spending the cool days of fall tailgating with family and friends and cheering on her beloved Clemson Tigers. When the Tigers are not playing, she can be found taking a hike with her family. She also loves to travel and visit new places, soaking in new sights, sounds, foods and cultures. If you have suggestions of where she should plan to go next, please share!

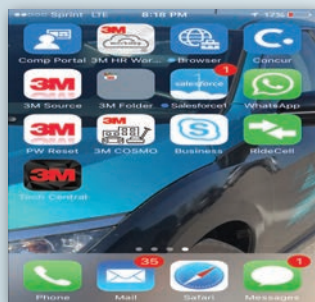
- Many of you may have worked with her previously at B2B Media, or even currently, as she is the Secretary of the UASG. If she has not had the chance to meet you yet, she looks forward to getting to know you and connecting with old friends under the Trim USA banner. She will use her industry knowledge to help you become more familiar with the products that will work best for you! If you have a question or just want to say hello, please feel free to reach out to her at jclippard@trimusa.com Like the Trim USA Face book page and stay tuned for weekly highlights on products, spotlights showcasing new and exciting installs, and What's New announcements!



United Application Standards Group



CORNER



3M COSMO App

Hopefully by now, you and your installers have all downloaded and utilized the 3M COSMO App. With this App, you can quickly access a wide range of informative videos and bulletins of 3M's leading commercial graphics products. The 3M Commercial Solutions MOBILE (COSMO) App gives you instant access to 3M Commercial Solution Graphics and Architectural Markets products information (including our cleaning and workplace safety products, also part of the division). We have made a few improvements, and now if your phone is set for Spanish default, you can access bulletins in Spanish as well.

- Quickly access and view 3M products and how-to videos
- Download and save content to your device so you can view it later without internet access

- Easily share multiple pieces of literature and/or videos to numerous e-mail addresses at one time

For iPhone users, go to the App Store and search for 3M COSMO.

For Android users, go to play.google.com and search for the 3M COSMO application.

2017 Training/Testing Dates

September: Training (25-27) – Testing (28 & 29)

October: Training (9-11) – Testing (12 & 13)



3M Adds Training and Testing Sessions

Demonstrating its commitment to the 3M Certified Graphics Installation Company program, 3M has added additional training and testing sessions in 2017. 3M intends to add two additional training and testing sessions in 2018 as well (six sessions total in 2018).

We have seen an increase in the number of applicants to the UASG recently. We also want to provide for our 200+ member companies who may want to send additional installers to test and become UASG qualified installers and so it is important that more sessions are offered by 3M in St Paul.

All training and testing occurs at 3M's newest facility, the 3M Carlson Science Center. Please contact Sharon Paxton if you would like to register an installer for training or testing (sharonp@uasg.org).

3M Advanced Installer Training Classes

- Quarterly training (UASG applicants and existing members only)
- Discounted rates: \$1,200.00 (regularly \$1,500.00)

Fee for the 3M Advanced Installer Training class is payable directly to 3M. Contact Sharon Paxton (sharonp@uasg.org) to obtain the necessary application form that must be submitted and the address at 3M for payment. Payment must be made at least 28 days prior to the commencement of the training class.

If testing is desired upon the completion of training, it will take place on the Thursday and Friday following the training dates. A \$500.00 fee is required to be paid to the UASG if testing is for a replacement or additional installer. Verification of the installer's employment must be provided (a current paystub) as well as evidence that the installer has been employed for a minimum of six months (copy of first paystub or Form W-4 completed at time of hire). Payment needs to be made at least two weeks prior to the testing date. Contact Sharon Paxton at sharonp@uasg.org for scheduling.