

# THE LEADING EDGE



## United Application Standards Group



### Note

### From the President

**H**appy Spring  
to all UASG members!

Many of you are taking advantage of the UASG University that was launched last fall at the SGIA show. Nearly half of our members are actively engaged and over 3000 video lessons watched and quizzes passed! The University brings a whole new level of accountability to your team by allowing you to monitor which video lessons they have completed. Some member companies have even gone as far as to have their sales, production and office personnel complete the training—stating that it makes them even better at their jobs, even if they are not installers! Enrolling is quick and simple. Get signed up at <https://university.uasg.org>.

I am very excited to announce that I spoke at the International Sign Association Show's Lounge and Learn on Wednesday April 24th. I used this time to talk about the UASG's purpose of establishing the standards for the graphics installation trade by cultivating quality, integrity, professionalism, reliability and comradery among its members. Specifically, I targeted two groups in the audience—those who are looking to hire professional installation companies to install the graphics that they produce, and installation companies that may be potential members of the organization. The UASG also sponsored the ISA Networking Reception for National and Custom Sign Companies.

We used this as an opportunity to network with large sign and graphics producers and talk with them about how using UASG member companies for their installation can help solve some of the headaches that they regularly face. I'm looking forward to developing the partnership and cooperation between the UASG and the ISA.

The Board of Directors is currently working on ironing out the final details for the fall general meeting. We've got some exciting things in store – see preliminary details on the following page.

I hope you all have a great summer and I look forward to seeing everyone at the fall meeting!

Chris Prenovost

*Chris Prenovost*

### Join the Conversation!

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/>



[www.facebook.com/unitedapplicationstandardsgroup](https://www.facebook.com/unitedapplicationstandardsgroup)

### Current Board of Directors

|                     |                                      |
|---------------------|--------------------------------------|
| Chris Prenovost     | President                            |
| Mark Trumbull       | Vice-President                       |
| Steve Reininger     | Chairman,<br>Ethics Committee        |
| John Carthey        | Chairman,<br>New Members             |
| Lloyd Paxton        | Chairman,<br>Certification Committee |
| Mike Stavreff       | 3M Representative                    |
| Rick Paukert        | 3M Representative                    |
| Ward Schneider      |                                      |
| Greg Ford           |                                      |
| Jonathan Crittenden |                                      |
| Mark Knoff          |                                      |
| Peter Beath         |                                      |
| Jonathan Crittenden |                                      |
| George Carberry     | Legal Counsel                        |

### Other

|               |                                       |
|---------------|---------------------------------------|
| Sharon Paxton | Secretary,<br>Certification Committee |
| Kip Johnson   | Administrator,<br>Treasurer           |
| Jan Clippard  | Secretary                             |

### Contact Us:

Questions / Comments: [feedback@uasg.org](mailto:feedback@uasg.org)  
On The Web: [www.uasg.org](http://www.uasg.org)



# United Application Standards Group



## USG Annual Membership Meeting, Greenville, SC

The details of the annual membership meeting have been finalized. We will be holding our meeting in Greenville, South Carolina this year on November 11<sup>th</sup> and 12<sup>th</sup>. Although this is the first time we have held the meeting on a Monday/Tuesday, it was necessitated by the availability of both the MTV and BMW Driving Experience and we believe the program that has been put together will be well worth it. Come join us and experience the southern hospitality of Greenville in early November!

We will start off Monday morning (November 11) at the BMW Performance Center. We will provide transfers to and from the hotel to the site. We have partnered with 3M to have their Mobile Training Vehicle on-site all day so you can learn up-to-date and relevant installation techniques, industry best practices and 3M specific solutions. Lunch will be served at noon.

Beginning at 1:00 p.m., all members, especially those who are car enthusiasts, can participate in a variety of driving programs. These driving programs consist of off-road driving in their X models, a timed event for friendly competition, a fun event they call the Rat Race where one car competes against the other on a wet oval, driving an M model on one of their handling courses and taking a ride at speed with their professional drivers.

We have once again partnered with Trim USA and will have a social for all members to attend. This event has been a huge success over the years and there will be plenty to eat and drink from 5:30 – 7:30 p.m.

On Tuesday morning, we will have the membership meeting at Springhill Suites in downtown Greenville SC, from 8:00 a.m. – 12:00 p.m.. A buffet breakfast will be served starting at 7:30 a.m. We will conclude our meeting at 12:00 so most everyone has an opportunity to get back home that evening.

Be on the lookout for a reservation link from Springhill Suites so you can confirm your rooms early. Also, we will be sending a RSVP for the BMW Driving Experience, Trim USA Social and UASG Member meeting. It is important that you let us know if you are attending and how many will be in your party so we can plan accordingly.

See you in Greenville!

### **Sunday, November 10**

Members arrive anytime during the day  
Hotel has free transfers to and from the airport

### **Monday, November 11**

Bus transportation to and from the hotel to the BMW facility (depart hotel at 8:00 a.m.)  
3M Mobile Training Vehicle on-site all day 8:00 a.m. – 5:00 p.m.  
Catered Lunch 12:00 – 1:00  
BMW driving experiences 1:00 – 4:00  
Trim USA Social 5:30 – 7:30

### **Tuesday, November 12**

Member Meeting 8:00 a.m. – 12:00 p.m.  
Breakfast Buffet  
Morning Break  
Schedule allows most everyone to return home Tuesday afternoon.  
Hotel has free transfers to and from the airport



# United Application Standards Group



## UASG University

UASG University was rolled out last October at the SGIA show in Las Vegas. Many of our members have already achieved the highest level, which is Bodhi status. The current levels of achievement are Novice, Master and Bodhi. If you have not already registered for access to the site, please get registered now to start the learning process.

To create an account, please visit [university.uasg.org](http://university.uasg.org) and signup using the following steps:

1. On the Login page, select Create Account and again on the next page
2. Select a role
3. Find Your Company
4. Select Your Location
5. Create New Account - Fill out your user information.
6. Check your email to validate the account
7. Start learning and earning status!

We will be rolling out the next wave of videos during the second quarter and will be offering all installers who have achieved Bodhi status a chance to win some cool prizes. You'll not want to miss this opportunity, so if you are not registered yet, follow the easy steps above to get registered and start learning and earning the opportunity to win prizes.



SCIENCE OF INSTALLATION



TRAILERS



VEHICLES



WALLS & FLOORS



TOOLS & SAFETY





# United Application Standards Group

## New Members (January - April 2019)



### ELEMENT GRAPHICS & DESIGN

Dan Bulat, Owner

19233 Henry Drive  
Mokena IL 60448  
708/478-6650 (o)  
708/921-0022 (m)  
[dan@elementgraphics.com](mailto:dan@elementgraphics.com)



Tested Installer:  
Jon Watkins

Dan Bulat started in the Graphic business 27 years ago as a one-man business. After graduating from college with a BA in Graphic Design and Business, he decided to turn his two passions into a business, combining Graphic Design and Vehicles. From the very beginning, the majority of work coming in was for signs and banners. However, that did not stop Dan from continuing to pursue the vehicle market. He tirelessly taught himself to install lettering and graphics on vehicles. Working toward his main goal of opening his own shop, Dan moved his business out of his house, purchased a brand-new building and continued building what has now become Element Graphics and Design, Inc., a very successful Graphic shop, specializing in Fleet vehicles. He has a fulltime staff of graphic designers and his installers.

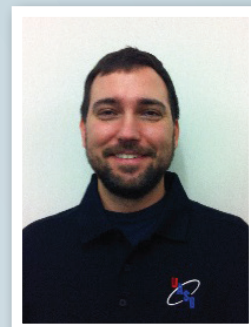
In 2015 Dan started a wrap tool company called Magstrapz. He is the creator of the Magstrapz, Magbandz and MagGripz wrapping tools. Dan saw a need for these products in his own shop and felt that the industry would benefit from them as well. Today Magstrapz brand are being sold to wrappers worldwide.



### 123 SIGNS & WRAPS

Art Winiarz, Owner

17341 Kershaw Street  
Roseville MI 48066  
248/238-6919 (o)  
[123signs.wraps@gmail.com](mailto:123signs.wraps@gmail.com)  
<https://www.facebook.com/123SignsAndWraps/>



Tested Installer:  
Art Winiarz

123 Signs and Wraps is a growing company that strives for perfection. Working with many sign companies in Michigan, we have built a name for ourselves by presenting our quality of work and honoring our relationships as well as helping companies meet deadlines in design, installation and production. With minimal up-charge to print and produce, many companies have used us when their equipment was broken or out of service. We have done everything from small laser engraved name tags to printing and installing reflective DDOT bus wraps. If there is any way we can help you and your company we will always appreciate the work!

Adnormous Graphics is an Atlanta-based Large Format Printer and Installation Company with extensive in-house graphic design, photography, print production, and installation capabilities. Our mission is to quickly produce large-format vinyl graphics, while delivering the highest quality output in the market. We are the leading specialist in this niche! We have extensive experience in Fleet Branding, Graphic Design, Production, Installation of Large-Scale Graphics, Displays (exhibition, trade show, point of purchase, and point of sale), Signs, Banners, Window Graphics, Building and Wall Graphics, Sidewalk and Floor Graphics, Textured Surface Graphics, Vehicle Wraps and Custom Vinyl Graphics. [www.Adnormous.com](http://www.Adnormous.com)

Adnormous Graphics specializes in jobs which other production houses might consider too tricky, too unique, or have the possibility of being too time-consuming. Yet, those are just the kind of creative challenges that we really enjoy sinking our teeth into.



### ADNORMOUS GRAPHICS

Mark Rowe, CEO  
1092 W. Atlanta Street, Suite 800  
Marietta GA 30060  
770/333-2790 (o)  
770/330-5383 (m)  
[mark@adnormous.com](mailto:mark@adnormous.com)



Tested Installer:  
Mark Rowe



# United Application Standards Group

## New Members (January - April 2019)



### LOS ANGELES WRAPS

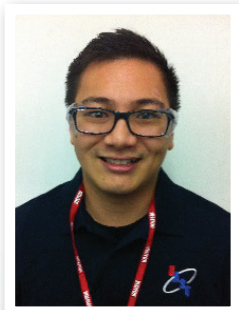
Brandon Park, CEO

22717 S. Western Ave.  
Torrance CA 90501  
866/548-5353 (o)  
[sales@lawraps.com](mailto:sales@lawraps.com)

Los Angeles Wraps is a B2B-only full-service wrap company catering to large national brands as well as local business owners to fulfill their vision and bring it to life. We pride ourselves in our quality of work, professionalism, and diligence. We do our best to provide our clients with beautiful, quality wraps that stand as a representation of their commitment to their customers, as well as our commitment to their vision.

LA Wraps offer services ranging from design, print, installation, and subcontract services for out of state partners. We have a fleet of wide format solvent, latex, and UV printers, plotters, and an experienced team of job coordinators, graphic designers, and wrap installers to tackle any project.

We have been fortunate to showcase our creativity by working with a wide variety of clients seeking something unique, cutting edge, or "impossible". Our work has been featured on national network and cable television shows, commercials, prominent galleries/museums (PDC, MOCA, etc.), racetracks, public events, and municipal fleets.



Tested Installer:  
Cory Chung

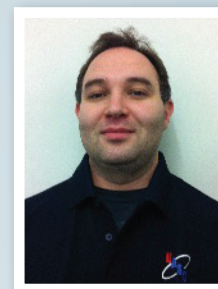


### MY SIGN GUY

Dimitry Kuzmenko, Owner

810 Wedgewood Court  
Buffalo Grove IL 60089  
888/223-9703 (o)  
847/630-9910 (m)  
[dimitryk@my-signguy.com](mailto:dimitryk@my-signguy.com)

My Sign Guy has been the sign industry's professional since 2000. We specialize in professional graphic/signs installation and removal. Our installation specialists are capable of installing any type of graphic application such as various types of wraps, murals, distraction graphics, architectural, window graphics, box trucks, trailers, banners, building wraps, dimensional, channel letters, monument and pylon signs. My Sign Guy's crew takes pride in every installation and we ensure customer satisfaction as well as completing tasks in timely and professional manner. Our customers find our services cost effective, hassle-free and are happy with the highest quality end results. We are very excited to be a part of the UASG family, and looking forward to working together!



Tested Installer:  
Dimitry Kuzmenko



### ARETE DIGITAL IMAGING, INC

Anthony Jollette – CEO

4403 W. Jefferson Blvd.  
Los Angeles CA 90016  
323/464-4828 (o)  
310/422-6631 (m)  
[silviar@aretedi.com](mailto:silviar@aretedi.com)



Tested Installer:  
Christopher McNair





# United Application Standards Group

## New Members (January - April 2019)



Your Custom Graphic Solutions Provider

### AGIO IMAGING

Rob Lihosit, President

3434 S. Burdick Street  
Kalamazoo MI 49001  
269/226-4000

[rlihosit@agioimaging.com](mailto:rlihosit@agioimaging.com)

Located in Kalamazoo, Michigan, Agio Imaging has built a reputation for creating high-quality, custom large-format graphic solutions. Our experienced team focuses on collaboration and responsiveness, providing outstanding services including project consultation, design, print, fabrication, and expert installation. From creating fully branded interior signage and décor to vehicle graphics and custom wraps, our team's detailed work makes us stand out. We are honored and excited to be a member of the UASG.



Tested Installer:  
Tyler Domres



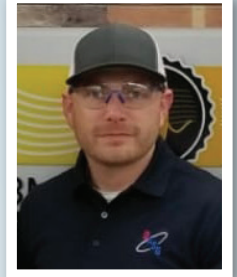
### A&M GRAPHICS, INC.

Matthew Ferguson, Vice President

202 Grant Avenue  
Auburn NY 13021  
315/282-7285

[matt@aandmgraphics.net](mailto:matt@aandmgraphics.net)

Since 2009, the ever-evolving team at A&M Graphics have had the pleasure of serving local, regional and national clients. From our humble beginnings, we have grown to become our area's premier shop for Signs, Vehicle Wraps and Fleet Graphics, Printed and Embroidered Apparel as well as a myriad of other related products and services, including in-house design. We deliver total business solutions, offering the most complete list of products and services under one roof. We are conveniently located in the Finger Lakes region of Upstate, New York, making it easy for us to serve most of the Northeast United States. A&M is happy to now be a 3M Certified Graphics Installation Company and a member of UASG and we look forward to building our network and expanding our footprint with our service-based approach and attention to detail!



Tested Installer:  
Matthew Ferguson



### THE GRAPHICS CO. USA, INC.

Cameron Olson, President

1401 N. Delany Road  
Gurnee IL 60031  
847/543-0297

[Cameron@thegraphicsco.net](mailto:Cameron@thegraphicsco.net)

The Graphics Company is dedicated to our clients and we strive to be the best at what we do. We provide high quality graphic and installation solutions for the automotive, retail, and corporate market place. Installing graphics is a job we love. Allow us an opportunity to wow you and you will never look back



Tested Installer:  
Cameron Olson

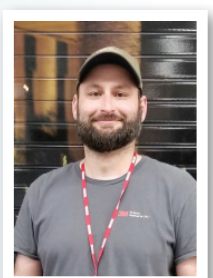


### HIGH RES IMAGING

Martin Medill – Owner

508 N. Greenwood  
Pueblo CO 81003  
719/546-6073 (o)  
719/406-8892 (m)

[marty@highresimaging.com](mailto:marty@highresimaging.com)



Tested Installer:  
Martin Medill

At High Res Imaging we pride ourselves in quality work. We work personally with our clients to guarantee satisfaction.

Communication is key to our success!



# United Application Standards Group

## On-Line Tool Orders




### Purchase Tools

Purchase tools at discounted rates for UASG members only.

[Order online now](#)

Great news! After 10 years of the using the same platform, we have totally overhauled and upgraded the shopping experience on the UASG website when ordering tools. Now you will see an online shopping cart with multiple checkout capabilities. We will let you know immediately what the inventory levels are (after you add the item to your cart) so you do not have to find out later that we are out of stock on certain items. We have set min/max's on all part numbers so we can order ahead of time to keep the products you want in stock and available for immediate shipment with tracking information. And, you can now pay by credit card at checkout for a much cleaner transaction. You will have the option to ship Ground, Next Day, Second day or Third Day via UPS.

Simply login to the UASG Members site and click on Order Online Now!


**United Application Standards Group**

[MEMBERS](#) [ABOUT](#) [FIND INSTALLERS](#) [PAYMENTS](#) [LOG OUT](#)


---

## Shop


Showing all 26 results Default sorting ▾




**391X Air Release Tool**  
\$29.74  
[Add to cart](#)



**392X Replacement Point for Air Release Tool**  
\$9.89  
[Add to cart](#)



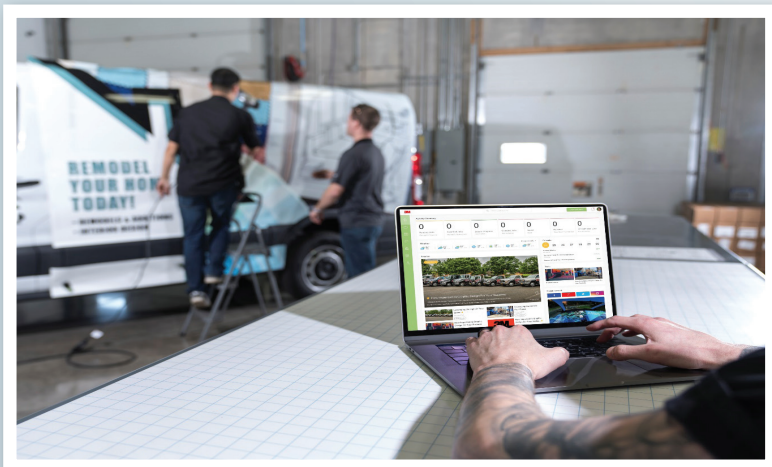
**3950 Edge Sealer**  
\$14.35  
[Add to cart](#)



**8914ET Edge Tape**  
\$15.54  
[Add to cart](#)



## 3M NEWS



## CORNER

### Streamline Installations with Workflow Software from 3M

Kelly Canavan, 3M Market Development Manager

The new 3M™ Graphics Hub is a one-stop shop for customers where you'll find the 3M™ Graphics Install Wizard dashboard, plus articles, an events calendar, product finder, and more.

3M™ Graphics Install Wizard software was introduced to help Graphic Manufacturers and Installation Companies manage installations more efficiently, so you can spend more time growing your business.

| Key Features for Graphic Manufacturers  | Key Features for Installation Companies  |
|---|--|
| <ul style="list-style-type: none"><li>• Upload job details, documents, and notes in a central location</li><li>• Manage internal installer teams</li><li>• Search for external installer companies and a request a quote</li><li>• Dashboard provides a clear view of all jobs</li><li>• Notifications tell you when actions are needed</li><li>• Completion photos help you close the job faster</li></ul> | <ul style="list-style-type: none"><li>• Get new job opportunities from GMs</li><li>• Receive and respond to RFQs with job details provided</li><li>• Ability to counter dates, times or budget, share questions, and request more info</li><li>• Assign installers to specific jobs</li><li>• Installers can capture start/stop time, report issues for quick resolution, and upload completion photos from the job site</li></ul> |

The software is open to everyone, regardless of the firm or installers used. The software can be used on computers or mobile devices using your browser. An iPhone app is also available, easing use in the field. An Android app is coming soon.

There is no charge to use the Graphics Install Wizard software for now. Later this year when usage fees are activated, there will be two scenarios with nominal fees.

- GMs using the software to manage internal installation teams will pay \$25/month, with no limits to the number of installers or the number of jobs.
- Installation Companies that bid on jobs for GMs will pay \$10/job upon successful completion of the job. GMs pay no fees for these jobs.

*We will notify you to add credit card information to your profile when we activate usage fees. Payments between GMs and Installation Companies are not processed within the wizard software.*

Sign-up to use the Wizard and access content for free at <http://3m.com/graphicshub>





# United Application Standards Group



## CORNER

### 3M Mobile Training Vehicle (MTV)

The UASG is happy to announce that they have partnered with 3M to have the MTV available to the members who attend the annual UASG Member Meeting being held in Greenville, SC in November.

The Mobile Training Vehicle is designed to deliver hands-on training at on-site locations. The 40-foot mobile application center is fully equipped to provide training on the application of graphics and architectural films. UASG members can learn up-to-date and relevant installation techniques, industry best practices and 3M specific solutions



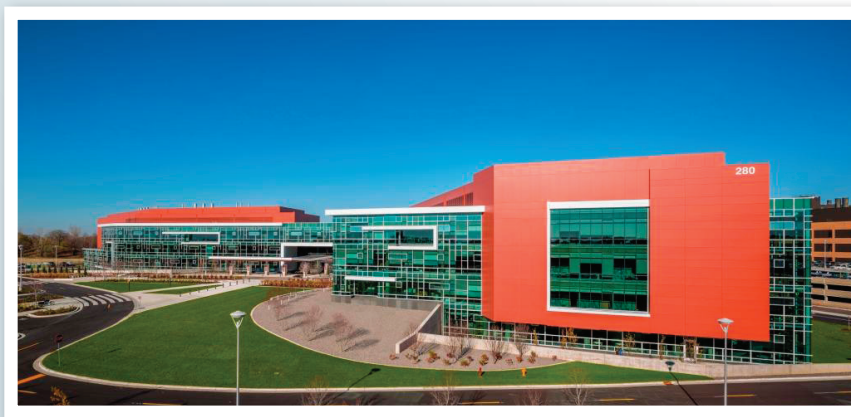


## 3M Adds Training and Testing Sessions

Demonstrating its commitment to the 3M Certified Graphics Installation Company program, 3M added additional training and testing sessions in 2019.

3M wants to provide for our 220+ member companies who may want to send additional installers to test and become UASG tested 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](mailto: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](mailto: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 (for up to 2 installers) 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](mailto:sharonp@uasg.org) for scheduling.

### 2019 Training/Testing Dates

July 8, 9 and 10 (**training**); 11 and 12 (testing)

August 5, 6 and 7 (**training**); 8 and 9 (testing)

October 21, 22 and 23 (**training**); 24 and 25 (testing)

“PLEASE NOTE: Availability for any testing session is not guaranteed without confirmation of an applicant's notification that they have been approved by the Board of Directors to attend testing. This also includes any existing member wishing to send one or more installers to become additional tested installers for their company. Please check with Sharon Paxton ([sharonp@uasg.org](mailto:sharonp@uasg.org)) to be sure there is space available for the particular session you wish to have your installer attend prior to making any plans to attend.”