

THE LEADING EDGE



United Application Standards Group



Note From the President

What a world we live in today, eh?

Just when we thought 2020 couldn't get any crazier, the year definitely keeps trying to outdo itself.

I hope you all are doing well and managing through whatever hurdles life has thrown your way. I'm hearing from colleagues that have experiences all across the spectrum, from busting at the seams busy to some closing down operations altogether. I urge all of our members to be diligent and intentional with their time—focus on the important things and you will always be using your time wisely. I'm hopeful that we're thru the thick of it, but my better judgement is telling me there is more to come. Presidential election years are always a little uncertain, but with everything else that is weighing on this country, things are far worse than normal. A couple things to consider: Cash is king! Being wise with spending decisions and long term commitments will pay dividends. Take care of your best people—they are your most valuable asset.

Due to the circumstances surrounding COVID-19, we will not be having a formal membership meeting this fall. The Board of Directors will be meeting virtually. I hope that we will be able to meet in early 2021, but that will need to be decided by the board and then actually be able to happen given local guidelines and such.

I will be stepping down as President of the UASG at the end of this year to coincide with the expiration of my term on the board. I would have loved to have been able to see everyone before then to thank you all for your support over the years. I do, however, plan on running for the board for one more term and facilitating a solid handoff to whomever will lead the group moving forward. It's been a blessing and an honor to serve you all.

Chris Prenovost

Chris Prenovost



www.facebook.com/unitedapplicationstandardsgroup

Current Board of Directors

Chris Prenovost	President
Mark Trumbull	Vice-President
Steve Reininger	Chairman, Ethics Committee
John Carthey	Chairman, New Members
Lloyd Paxton	Chairman, Certification Committee
Mike Stavreff	3M Representative
Rick Paukert	3M Representative
Ward Schneider	
Greg Ford	
Peter Beath	
Trace George	

Other

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

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/>

Contact Us:

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



United Application Standards Group

New Members (May - August 2020)



3M Preferred Tested Installer:
Daniel Florek

VINDICTIVE VINYL, LLC

Daniel Florek, Co-Owner

517 N. Lake Avenue, Suite "C"
Twin Lakes WI 53181
262/358-2626
joe@vindictivevinyl.com

Established in 2012, Vindictive Vinyl is a vinyl graphics company specializing in full and partial vehicle wraps. Our primary services include design, production and installation of all things vinyl related. With over 18 years of experience, our team offers custom designs and a wide range of vinyl products to accommodate all your mild or wild marketing needs. Holding multiple installation certifications, we strive to deliver the highest quality installs possible, while still learning new and better techniques on a daily basis.

On-site and mobile installations are also no problem for us. Conveniently located in Twin Lakes WI, our primary service area extends from Milwaukee, Wisconsin to Chicago, Illinois. The influence that the UASG has over the vinyl industry is extraordinary and our team is very happy to finally be a part of this great family. We look forward to growing our company alongside the other members of this group, and hope for the chance to get to know everyone.



Tested Installer:
Michael Gilbreath

BAYOU GRAPHIX

Dane DellaCrosse, President

6716 Sam Houston Parkway
Houston TX 77064
832/912-8200 (o)
281/507-8573 (m)
dane@bayougraphix.com

Bayou Graphix has provided fleet, interior, and storefront graphics to corporate customers across Texas and the U.S. since 2010. Bayou maintains several large regional fleets for government, industrial, services and logistics customers.

Bayou has a 5,000 square foot facility that houses a state of the art print shop with large format solvent and latex printers, plotters and laminators and flatbed printing 8' wide. Our staff of graphic designers is capable of working with clients to take designs from concept to printing to installation to support projects with even the most aggressive requirements.

Bayou has a climate-controlled facility for wrap and decal installation but performs most installation work at client locations across Texas and the U.S. Visit our website at www.bayougraphix.com or view some of our recent projects on Instagram, Facebook, or LinkedIn.



GoFundMe (Sam Twomey)

Everyone knows Sam. The Mad Striper opened for business in 1972 and is a founding member of the UASG. Sam was there for the birth of our industry and has been a generous friend to all with his humor, his help and his many contributions. It's time for us to help him!

2020 has been a challenging year for Sam and his family. The pandemic crushed his business and Sam has been in and out of the hospital for nearly a month fighting many health complications. The bills continue to accumulate and - you know Sam is not a young man - Social Security is not enough to keep him afloat.

The situation is urgent and Sam has very humbly asked us, friends and brothers of the UASG, for help. He's one of our own, one of the very first. Please do what you can to help.

https://www.gofundme.com/f/sam-twomey?member=5573360&utm_medium=email&utm_source=customer&utm_campaign=p_email%2Binvoicesupporters

Sam Twomey

THE MAD STRIPER DECAL INSTALLATION SERVICE



Mark Trumbull is organizing this fundraiser on behalf of Samuel Twomey.

Created August 31, 2020 | Medical, Illness & Healing

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A Word From Steve Reininger about Sam Twomey

I would to take a few quick minutes of your time to bring everyone up to date on some events and reminders of things that are happening in the UASG.

First and foremost, I hope and pray that you and your families are all safe and well. I know everyone has been struggling in one way or another trying to navigate with their employees, the PPP and unemployment. I have been in touch with several members who are telling me that it appears that their work is slowly picking up. I also hear similar stories from some of my end customers and manufacturers.

If anyone has any positive success stories or ideas they would like to share, please contact Kip; we would love to share them with the members. I think everyone would appreciate some positive news.

I can tell you from my personal experience that the harder the times, the stronger you and your company will become. Owning a business is not for everyone. It takes a great deal of confidence, determination and risk, but the rewards are worth it.

One last note. I would like to inform everyone about of one our founding members who is experiencing some serious health issues.

Sam Twomey (The Mad Striper) has been in our industry for over forty years. The members who know him understand that he is one of the greatest guys in our industry. I have personally known him for over forty years. We have worked together to help each other through crazy, busy times and through some extremely hard times. Our wives were pregnant at the same time and our sons were born just days apart. We are very close and Sammy is like a brother to me.

Some of you may remember when we were in Minneapolis at our UASG Fall meeting several years ago, Sammy and 5 or 6 of the other members took over the stage at a social that was being sponsored. They did an impromptu musical set for about 30 minutes. We were all amazed at how well these guys played. Especially since they never played together. Sammy loves the blues and he was the lead singer of this newly formed group. These guys brought the house down with Oreo Cookie Blues. If you haven't heard it, I seriously suggest you look it up. It will make you smile. This not only was a great time but memories are everlasting. This also brought the members of our association very close. Everyone was able to bond in a way that never would have happened if this small group of members had not been at this event.

Well now Sammy is not only dealing with the COVID issues we all are dealing with, but he has some serious health issues. It now looks as if he can no longer work. His company has been struggling just like everyone else. He is at a point that between the medical bills and lack of work, he will have trouble making ends meet.

I asked if I could use this newsletter so I could personally reach out to all members to ask if any of you can help out financially. This would give Sammy some time to breathe, re-group and work on some future solutions.

A Go Fund Me page has been set up in his name. Most of you younger folks understand this. There are some of us Old Timers who are not so familiar with how all this works. It's pretty simple. Just go to the Go Fund Me app. Type in his name and donate what you can.

I want to thank everyone for taking the time to read this article and also thank you in advance for your understanding and generosity.

Take care and stay safe.

Steve



United Application Standards Group

COVID APP

Devil Dog Installations wanted to find a resourceful COVID-19 application that would be easy to implement and use. Rebecca Uyleman said “with our installers traveling to various job sites, we felt this application would be imperative to not only secure our employees safety, but our company as a whole. This COVID-19 application is extremely affordable and collects necessary data for proper documentation.” She went on to say that “it’s an app on employees’ phones. They note daily their temperatures, any symptoms and clear themselves for work, etc. This protects our company from any liability. This data is stored and only an administrator to the app has access – it’s a log. Since installers are all over the place, it’s a good way to protect them and the company.”

Rebecca has been a staunch advocate of documentation during this pandemic and has been very happy with the Covid app so far. She listed the steps below that are used on a daily basis for the installers. Check it out when you get a chance.

1. Daily login via phone app or desktop
2. Login username and password (if not saved)
3. Click on “Screening Questionnaire”
4. Answer questions
5. It then tells you if you are at risk to yourself or others
6. Click “Go Home”
7. It takes you to a “Task” page
8. Click on if you are practicing social distancing
9. Then log in your temperature
10. Then Click on “Sign and Submit.” This holds the employee accountable for the data they provided
11. All this data is kept and I am the Administrator for the company so can see the daily logs and keep records for liability protection.

COVID NAVIGATOR

Need help getting your team back to work?

Navigating the journey to returning to business operations is complicated. Ongoing screening and temperature monitoring are key requirements to meet best practice standards of a workplace free from recognized hazards.

Covid Navigator is a mobile solution that makes it easy for employers to take pro-active steps to safeguard employees and customers, document their activities paperlessly and comply with the growing body of regulations by automating the process.

Key Benefits

Easy to Use Mobile App for Employees

- Mobile and desktop web access from anywhere.
- Simple screening questionnaire takes just seconds to do.
- Risk questions as per the latest CDC Guidelines.
- Temperature readings easily logged into the app.
- Self-reported from home or
 - Entered at a screening station
- Algorithm produces a daily "Cleared for Work" badge eliminating the backlog at your front door.
- FAQs keep employees updated and informed of the latest company policies, COVID-19 resources, and more.
- Employees easily sign to attest and certify their reported information.

Individual Return to Work Plans

- If an employee is diagnosed, monitor their progress at home.
- Create an individualized return to work plan.
- Document all steps and precautions taken.

Customizable Content

- Questions and Algorithms can be customized to your particular industry and workflow.
- Easy to modify content management.
- Deliver content about safe work practices right to your employees' phones.

Documentation and Risk Management for Employers

- Daily reports inform employers of non-compliance and exceptions.
- Intuitive administrative portal to manage cases and document actions taken.
- At a glance views and dashboards.
- Case notes and recordkeeping by employee.
- Reports of companywide and individual data.
- Captured signature attestation encourages employees to be accountable for their personal health and reporting.

Why Choose Covid Navigator?

- HIPAA compliant
- Fully integrated screening, case management and monitoring
- Customizable questionnaires, content and tasking

Features

- Screening Questionnaire
- Easy to Understand "Cleared for Work" Badge
- Employer Admin Portal
- Case Management

(858) 251-3250 | medikeeper.com | ihealthhome.com

mediKEEPER iHealthHome



CORNER

3M NEWS

3M Training Class and 3M Certified Testing Sessions

Unfortunately, due to the current COVID-19 shutdown, 3M has not yet made a decision as to when training classes and testing sessions will re-open. All sessions previously scheduled (March, June, August and October) have been cancelled. For those signed up for any of these training classes and testing sessions, you will be notified as soon as 3M gives the go-ahead that the session will actually be conducted. However, it is now clear that all installers will not be able to train and/or test until the 2021 scheduled dates which are not yet available. If you have any questions, please contact me via e-mail (sharonp@uasg.org) or via my mobile number (714-329-6156).





United Application Standards Group



CORNER

Help Shape the Future of Installations

You're invited to participate in a software pilot.

To sign up, or to get more information, please email Kelly Canavan kcanavan@mmm.com

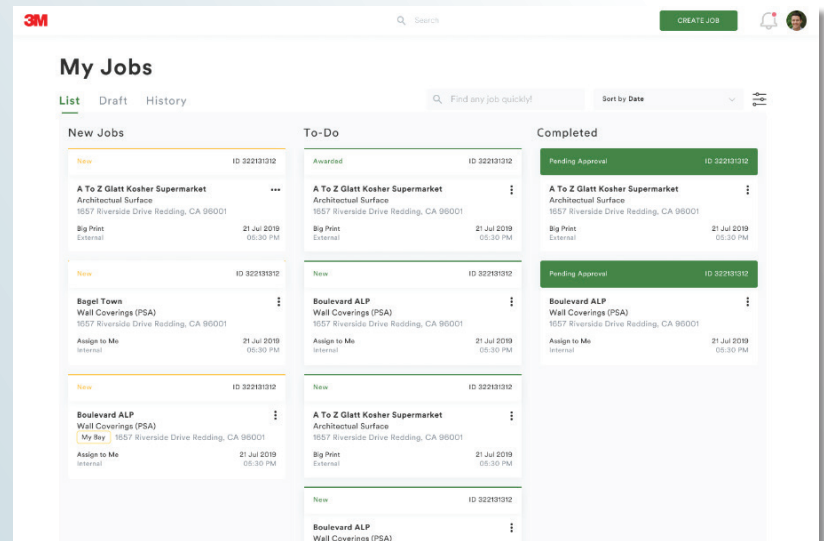
SOFTWARE DESCRIPTION

The pilot software is an easier-to-use version of 3M™ Graphics Install Wizard, intended to help you plan and manage installations more easily to close jobs faster.

Wizard 2.0 pilot software has several improvements, including built-in messaging, job editing to accommodate changes, and a redesigned dashboard (shown at right) to help you quickly find and open specific jobs.

PILOT PARTICIPANTS

We'd like all 230+ UASG members to participate as installation service providers for national coverage. And, we need 8-10 UASG members that are also graphic manufacturers



The redesigned Wizard 2.0 Dashboard helps you find and open jobs quickly.

PILOT ACTIVITIES

Graphic manufacturers (GMs) will use the software to:

- Create real jobs by inputting job details and uploading files
- Search for UASG installation providers and agree pricing, installation date, etc. and award jobs
- Assign some jobs to their in-house installers
- Update/edit jobs when job details change, as needed
- Review completion photos to confidently close jobs

Installation service providers that receive job opportunities from GMs will use the software to:

- Review and respond to incoming job opportunities
- Prepare for jobs by reviewing job details and files
- Assign jobs to a specific installer
- Take/upload completion photos for the GM to review for approval

TIMING AND OTHER INFORMATION

We will on-board participants in late-September and offer several web-meeting options for an intro and quick training.

Participants will start using Wizard 2.0 in mid-October and continue for 45-60 days. We'll finish sooner if you complete a lot of jobs and your feedback is relatively consistent.

We know you're busy, so we'll gather feedback in ways that require minimal effort by you.

We'll work closely with the UASG Board of Directors to keep them informed of pilot progress and outcomes.

Finally, we will protect your privacy and all sensitive information abiding by the terms of service we developed with input from Chris Prenovost.

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3M Commercial Solutions
 3M Center, Building 220-12E-04
 St Paul, MN 55144
 1-800-328-3908
3M.com/Graphics



United Application Standards Group



3M Commercial Solutions Division 3M Diversity Scholarship

Applications are due by September 22, 2020

The 3M Commercial Solutions Division will provide up to three (3) scholarships to attend the 3-day 3M Advanced Installer Training class based on the submitted applications from 3M's graphics installer network. The scholarship is for the 3-day hands-on course for no charge and will include some free tools that will be provided at the end of the class.

The goal of this scholarship is to encourage our installation community to consider hiring more from minority groups and the individual scholarships will be awarded to companies that are establishing programs to support hiring diverse talent. Local community needs will also be considered such as hiring veterans or refugees.

Companies will be categorized as small, medium and large based on typical size of our installation companies and by the range of scholarship applicants. The goal is to award a scholarship to a company from each one of these categories.

Award:

Scholarship to 3M Advanced Installer Training 3-day course (normal cost of \$1,500/person). Courses scheduled through 2021. Travel and hotel are not included

Who Can Participate:

3M will consider 3M Certified Graphics Installation companies and employers of 3M Preferred graphics installers. These companies should demonstrate their hiring programs and practices to hire diverse talent on the application. The hiring of minority or diverse employees during 2020 will also be considered.

Some examples of programs are the following:

- A company's hiring program(s) established to increase workforce diversity
- A company's hiring program(s) established to recruit and hire minority individuals
- Other relevant factors and results could be considered during judging

Key Dates:

September 22nd – last date to submit applications for the 2020 Scholarship

October 12th – announce scholarship awardees for the 2020 Scholarship

Submit forms to Nikki Winters (nmwinters1@mmm.com)

If you have questions on the scholarship, contact Mike Stavreff (mfstavreff@mmm.com)



Sticky Business Under New Leadership

Friends,

After 39 years as the founder, owner and president of Sticky Business, I am excited to announce that Sticky Business has a new owner! I am proud to introduce Tramel Gilmore. Tramel worked at Sticky Business from 1999 until 2007. During his tenure, he became an accomplished graphic installer and managed the installation team for his last 2 years. Tramel left Sticky Business in 2007 to test his entrepreneurial aspirations. He opened and now operates a successful Smoothie King franchise in Atlanta. In 2009, Tramel returned to the graphic world by starting TMG Graphic Solutions, an installation corporate branding company. I consider it providential that Tramel and his wife Katreena became aware of my readiness to pass the baton and expressed their interest to accept the challenge. I say providential because I believe God brought us back together; we share so much in faith and values and Tramel's vision for Sticky Business is one of excellence and growth.

Please welcome Tramel tgilmore@stickybusiness.net and Katreena to the Sticky Business family, I'm confident you will make them welcome!

Yours truly,
Joel L Gross
Past President & Founder
M. 678 283-2045
jgross@stickybusiness.net



New E-mail Scam

There's a nefarious entity who has registered an internet domain name that looks very similar to ours, kayser-roth.com. They are using kayser-roths.com. They are using this to impersonate us in emails to other businesses and perform the common scams related to redirecting invoices, banking information, etc. This particular attack is a form of phishing called typosquatting.

We're addressing this appropriately on our end, but due to the nature of this method, we do not have any immediate recourse to shut their operation down other than reporting the abuse to the appropriate authorities. Please be diligent! if you notice suspicious behavior in an e-mail chain, look for this mis-spelling in the email address of those you're communicating with.



3M Commercial Solutions Division

3M DIVERSITY SCHOLARSHIP APPLICATION FORM

Submit entry form by September 22, 2020 to:

Nikki Winters (nmwinters1@mmm.com)

3M Center Building 280-4E-44

Maplewood MN 55144-1000

Fax 651/737-7626

APPLICANT INFORMATION:

Company: _____

Address: _____

Author/contact: _____

Phone: _____

e-mail: _____

Scholarship candidate (installer to attend class, if known): _____

Describe your company's diversity hiring program.

Please provide additional relevant documents or a copy of your hiring manual.
