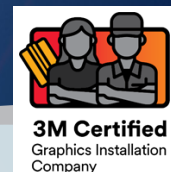


THE LEADING EDGE



United Application Standards Group



Note From the President

Hello members!

Welcome to 2023, we're off to a quick start. Membership applications are up, demand for installation services continues to be healthy, the supply chain has improved, and the UASG is working with its partners to unlock greater value for our members this year.

For those unable to attend, the general meeting in Las Vegas this past October was fantastic and long overdue! We had excellent presentations from AZ Pro Chief Strategist Chris Prenovost about organizational development and structure, and Business Builders CEO Jay Owen about marketing and brand awareness. We also had a special address by 3M Commercial Solutions Division VP for the U.S. and Canada, Dan McGurran, who gave us his thoughts on the supply chain and product development for 2023. And, of course, the after social sponsored by Trim USA at the Tuscan brought great food and drinks and conversations among friends that lasted well into the late evening.

To prepare for the effects of term limits, the Board adopted a new process that identified four highly qualified candidates that made the ballot for voting in the general election. The new process ensures a stable transition of outgoing Directors with experienced replacements and every member on the ballot this year brings prior board service experience along with new ideas along and proven leadership to serve on the Board of Directors. This represents another positive milestone in the history of the UASG, thank you to everyone who submitted a resume and best of luck to the nominees.

Wishing you a prosperous 2023,

Mark Trumbull
President, UASG Board of Directors
mark@thedigitalcompanies.com

Mark Trumbull

Election Results

Please welcome the following members, who were elected to serve a new three-year term on the UASG Board of Directors: Peter Beath, Steve Reininger, and Starla Miller. Both Peter and Steve were reelected as incumbents; and will serve their final term as directors before rotating off due to term limits. Starla is new to the board and brings a wealth of knowledge and experience, having served on multiple boards in the past.



www.facebook.com/unitedapplicationstandardsgroup

Current Board of Directors

Terms Expiring December 2023

Chris Prenovost
Lloyd Paxton
Ward Schneider

Terms Expiring December 2024

Mark Trumbull, President
John Carthey
Trace George

Terms Expiring December 2025

Steve Reininger, Ethics Committee Chair
Peter Beath, Vice President
Starla Miller

Other

Mike Stavreffe, 3M
Rick Paukert, 3M
Kip Johnson, Executive Director
Jan Clippard, Association 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/>

Connect via Instagram: [_uasg](#)

Contact Us:

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



New Members (October - December 2023)



MOUNTAIN COMMERCIAL GRAPHICS

Company Contact: Randy Suchon

12922 Hempstead Road

Houston, TX 77040

713-895-1350

randys@mountain-cg.com



Tested Installer:
Luis Brito

Mountain Commercial Graphics, a leader in both digital and screen printed products, is here to address all your graphic needs. The advanced digital printing technology and converting equipment located in our 50,000+ sq. ft. facility in Houston, Texas combined with our outstanding service helps us effectively provide for the customer. We offer small to very large-scale graphic production including fleet & petroleum graphics, window graphics, wall murals, building wraps, installation services, FG inventory fulfillment and so much more. It's never too late to grow your brand and Mountain Commercial Graphics is here to help. Our guarantee of satisfaction is absolute, and we are honored to have many of America's major corporations on the Mountain customer list.

For over 35 years Mountain Commercial Graphics has provided high quality digital and screen printed graphics for leading retailers including Shell Oil, CITGO, Walmart, AAFES, ABF, Cardtronics and Sheetz. We are a 3M Certified Graphics Manufacturer, an ISO 9001 Certified Company, a Certified G7 MasterPrinter and 3M Certified Graphic Installation Company. These high levels of expertise allow us to offer the most consistently produced high quality products and the best warranty program in the industry. Our ability to produce award winning graphic products allows your company to showcase your brand with exceptional coloration, clarity and proven long-term outdoor durability. Whether you require a one-off print or graphics for a company branding program, our digital and screen print production capabilities along with our designers and sales support staff offer you a complete project management solution.



MAGNICOLOR

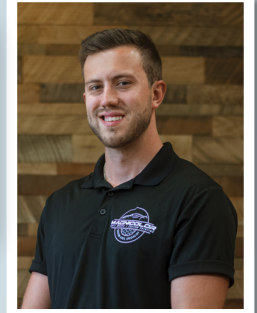
Company Contact: Jack Cunningham

241 Enterprise Drive

Newport News, VA 23603

757-273-2085

jack@mcvwraps.com



Tested Installer:
Jack Cunningham

We are Magnicolor, a full-service vinyl installation and print shop operating out of the Oakland Industrial Park in Newport News, Virginia. Since opening our doors in 2015, our mission has been to outperform every competitor in customer service, quality, and price with exceptional automotive design, branding, print quality, and application.

We specialize in Vehicle Wraps, Commercial Fleet Graphics, Cut Lettered Vehicles, Banners, Signage, Stretched Canvas Prints, Logo Design, and Brand Development. Our certified and experienced graphic design and installation team will ensure that your project is handled with the utmost care while meeting all industry standards using premium materials from top manufacturers.

Magnicolor was founded by Jack Cunningham, Kramer Cunningham and Porter Cunningham. Three brothers just looking to show the community their skills of vehicle customization. From what started in a garage, Magnicolor now occupies a state of the art 12,000 square foot facility with a workforce of 7 experienced wrap artists. We are truly one big family, which is why we consider each client as part of our wrap family. This is the reason we provide world class services to every person who walks through our doors. Our job is to make the wrap experience easy and fun, which is why we guarantee the fastest turn around in Hampton Roads. Come experience the Magnicolor difference today!



Member Reflections – Jay Rockhill

Reflection of the Present and the Past

In speaking with some of the guys that have been around in the UASG (35 years or longer in this industry), I have come to realize the importance of hard work, staying focused and balanced. What I mean by this is for the last 30 plus years I have been blessed with some very good fortune! And, how all that unfolded was through the ability to identify and have more than one focal point to identify with.

Things such as being and working as a career firefighter, things such as being involved in the community and giving back through Habitat for Humanity, The Fuller Center, and all sorts of other volunteer work. Things like working and building a business. Creating real American jobs, installing signage and vinyl products. And, most importantly, being a faithful and good husband married for 25+ years, raising 3 children who are now giving back to society, and living as successful functioning people.

In reflection, I can clearly see the importance of being able to identify in more than one way and in more than one area, instead of investing totally in any one thing. As I finish my 32nd year as a professional firefighter in the New York metro I realize how difficult the transition will be into retirement from the fire service, but I am so grateful and thankful to have this sign and graphic business. My employees, along with myself, have been able to accomplish great things over the last 25 years! We have set up the NFL Super Bowl, the MLB World Series, numerous playoff games, work for all of the New York professional sports franchises and are actively doing business in New York City every day with designers, architects and all sorts of retail and fortune 500 companies. I am so grateful for the UASG.

I was involved at the very beginning when the organization started. I am not a founding member, but I was around at the time. At the time there were many differences of opinions on which way different groups might want to go and grow and support 3M and the other manufacturers. In the end, the UASG was formed and it has been a great thing for everybody!

Thank you for all the support from all of the UASG members that has been given to A to Z unlimited, Inc. through the years! Looking forward to another 25!

Jay Rockhill

www.AtoZUnlimited.com





CORNER

3M Training Class and 3M Certified Testing Sessions

If you would like to schedule an installer to attend training (for either one, two or three days at a cost of \$400.00 per day) or would like an additional installer to attend testing (at a cost of \$500.00 for up to two installers), please contact Jan via e-mail (jan@uasg.org) or via mobile number (864-275-2076)

2023 Training/Testing Dates

Week of February 20 – 24

Training Monday, Tuesday and Wednesday 2/20, 21 and 22
Testing Thursday and Friday 2/23 & 24

Week of April 17 – 21

Training Monday, Tuesday and Wednesday 4/17, 18 & 19
Testing Thursday and Friday 4/20 & 21

Week of June 19 – 23

Training Monday, Tuesday and Wednesday 6/19, 20 & 21
Testing Thursday and Friday 6/22 & 23

Week of August 21 – 25

Training Monday, Tuesday and Wednesday 8/21, 22 & 23
Testing Thursday and Friday 8/24 & 25

Week of October 16 – 20

Training Monday, Tuesday and Wednesday 10/16, 17 & 18
Testing Thursday and Friday 10/19 & 20

Week of December 11 – 15

Training Monday, Tuesday and Wednesday 12/11, 12 & 13
Testing Thursday and Friday 12/14 & 15



Member Dues Increase Effective with 2023 Renewals

The Board of Directors voted to increase annual dues to \$950.00 per year, which is an increase of \$100.00, effective with the 2023 renewal process. In addition to a full-time Executive Director, the UASG has a part-time administrative assistant, contracted accountant and tax firm, legal counsel, active SEO and website development firm, UASG U platform, tool credits, costs for the annual membership meeting, as well as other expenses normal and customary for day-to-day operations. These additional funds will be used to support the annual budget, ensure financial stability and continued delivery of the tremendous benefits a UASG membership provides.

Annual Member Dues Renewal Process for 2023

On 1/17/23, you will receive an invoice via email. Simply follow the steps below to renew your membership:

1. **You must log onto the UASG website first (www.uasg.org) with your username and assigned password.**
2. When the “Welcome” page appears, please locate and click on “Membership Renewal.”
3. Once you complete the renewal form and click on submit, choose your method of payment and follow the prompts. Your membership renewal has now been processed
4. You are required to provide verification of employment for your tested installer unless you, as the owner are the tested installer, in which case verification of employment is NOT required.

Tool Credits are Back in 2023!

Renew your UASG / 3M Certified Membership by Tuesday, February 14th, and receive a \$100 tool credit good for 2023.

Current UASG Tool Credit Promotions \$100.00 –

Renew your UASG membership by 2/14/2023. The tool credit authorization of \$100 will be functional after 2/21/23. The tool credit is only valid for the email address on record for your company. Simply go to the UASG website, place your order using the email address on record, and use coupon code “freetools2023” to save \$100 off your online order. The coupon cannot be redeemed for shipping costs, or partially redeemed. The coupon can be used one time, up to \$100.

Here's the Details

If you renew your UASG membership by 2/14/23, a tool credit of \$100 will be made available on 2/21/23.

Here's the Details, aka the small print:

If you renew your UASG membership by 2/14/23, a tool credit of \$100 will be made available on 2/21/23.

Renew your UASG Membership means:

1. Verification of employment for your tested installer and acceptance of terms and conditions of being a UASG member have been completed online: <https://uasg.org/membership-renewal/>
2. Payment for your dues has been received
3. All tool credits expire at the end of the year with no carry over into the new year. Limit one per member regardless of multiple locations.