



Roy Flahive: Sign Guy

At the Convention last September, the California Sign Association Board of Directors did something they rarely have the opportunity to do. In honor of his twenty years of dedicated service to the Association, the Board of Directors granted Roy Flahive the appointment of Director Emeritus.

Many of us know Roy the Sign Guy through his tenure at CSA and in the industry. But not many of us know Roy the Family Guy or Roy the Guy who Likes Yard Work or even Roy the Motorcycle Enthusiast. And, anyone who knows or has heard Roy speak would never guess that he was once a quiet, shy fellow who rarely spoke up. Wow, has that changed.

Roy was born in Milwaukee, WI, but it is San Diego, CA, that he has proudly called home since his family moved there when he was only five years old. He is the youngest of nine children and not the only one in the family to be drawn into the sign business. His father was a glass blower (he learned the trade in the 1920s in Chicago, IL) and three of his brothers—Dick, Tom & Ralph—worked at sign companies in San Diego, Milwaukee and Tempe, AZ. This tendency toward signage has filtered down to Roy's son, Patrick, who currently works at Integrated Sign Associates in El Cajon, CA.



Three generations of the Flahives: Patrick, Danny, and Roy.

In his younger days, Roy loved riding motorcycles. That is until the

summer of 1969 when he severely injured his knee in an accident. After that, riding motorcycles was out. However it didn't slow him down from his love of waterskiing and boating. He especially enjoyed taking his four children out waterskiing as they were growing up. He still takes the boat out to San Diego's Mission Bay, much to the delight of his four grandchildren.

His younger self would not recognize the Roy of today—instead of dreading yard work, he now wonders if he should call being in his yard in San Diego, where the weather is normally 72-82 degrees, work. Blessed with an acre of land surrounding his home, he has grown to appreciate the accomplishment of a green yard, flowers in bloom, the seedling that has taken root.

In college, Roy majored in Personnel Management, something he finds amusing now since he says he has personnel problems "even when I work by myself." As he entered the workforce, more often than not, he worked for sign companies. But he once worked as an electrician/welder for the San Onofre Nuclear Generating Station, a position that required several additional welding certifications as mandated by the Nuclear Regulatory Commission.

However it is the sign industry that is his main hobby, his passion. As Cheryl Strukelj, Vice President of Pacific Sign Construction (Roy's



Roy and one of the company's fleet.

company), has stated, "Roy's love for the industry is only surpassed by his love for his family, Church and country." He has enjoyed the privilege of giving back to the sign industry in various roles through his work with such organizations as the San Diego Mayor's Sign Code Task Force, the San Diego Area Lighting Advisory Board, the California State Contractors License Board, the Underwriters Laboratories' Industry Advisory

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The President's Column

by Ray Smith, CSA President



Thanks to those of you who attended our annual convention in San Diego. It is an important function when we take a look at what we've accomplished the previous year and set goals for the next. It was our pleasure to present Roy Flahive with the honor of being named Director Emeritus for his many years of dedicated service. This is a rare appointment and he is certainly deserving. The final banquet was a great event and those who missed it, missed something special.

Something new every day

One of the things that keeps us coming back for more is the new challenge every day brings in our business. We have a unique situation in that we don't make or do the same thing day after day. Almost every new sign order brings with it a new set of circumstances. We have the chance to be creative more often than most and it almost makes up for all the headaches.

CSA is trying to be more creative in its approach to Membership. We exist to support and encourage our members. This coming year we are looking for ways to be more supportive and more valuable to you, our "customer". Behind the scenes we are protecting you by challenging unfair and unscientific ordinance changes. We provide educational forums, which our members also find valuable. But we'd like to do more. Please don't hesitate to contact me or staff this year with suggestions for making CSA more valuable. We have limited resources, but if we become more useful, membership will expand and we'll be able to marshal more resources for the professionals who comprise our association.



"Honestly, Louise, you can't blame global warming every time you burn a Thanksgiving turkey."

■ NEWS ROUND-UP

by Jeff Aran, CSA Government Affairs Director

CSA Board Adopts "Energy Pledge"

In response to CSA's ongoing activities with energy regulators and in recognition of the significant role energy efficiency plays in the sign industry and its benefits to customers, the CSA Board of Directors unanimously approved in September an "energy pledge" committing the association to encourage and promote energy efficient practices.

The California Sign Association is committed to energy efficient manufacturing practices and will encourage and promote such practices throughout the sign industry in cooperation with the utilities and state regulatory agencies.

Members subscribing to the pledge can modify the text to substitute their company name as an Energy Partner for use with marketing and promotional materials.

New Building Codes

Effective January 1, 2008, the following new 2007 codes will become effective: Building Code, Electric Code, Mechanical Code, Plumbing Code, Existing Building Code and Fire Code (see this issue's *Did You Know?* sidebar for details). CSA is exploring a means of avoiding pending burdensome windload engineering requirements and will be petitioning the California Building Standards Commission to amend the regulations on statutory grounds that the new standard conflicts with pertinent statutes, compliance is "routinely impossible or onerous," and the building standard is inefficient or ineffective, or obsolete, or a new standard is needed.

AT THE CAPITOL

Here's the latest as of October 5 on the bills we've been tracking this past year since close of the legislative session:

AB 48 Amends the definition of "electronic device" for ROHS purposes and establishes a revised definition for exemptions. Passed and awaiting Governor's signature. Excludes signage



constructed with "fixed electrical systems and electronic equipment in all commercial applications."

(2) "Electronic equipment" does not include any of the following:

(a) A fixed-installation device that is electrical or mechanical, or electrical and mechanical, that is electrically wired directly to the fixed electrical system, or connected to the fixed mechanical system of a structure, or both the fixed electrical and mechanical system, and that cannot be readily disconnected without altering the electrical or mechanical system connections, or both the electrical and mechanical system connections. An electronic device that is portable and uses an electrical plug as the means to connect to an electrical source is not a fixed-installation electrical or mechanical device, or both electrical and mechanical device.

(b) Electrical and electronic equipment in all military, commercial, and general aeronautical and aerospace applications, including equipment used to test or monitor aeronautical or aerospace applications.

AB 830 Authorizes the conversion of billboards to EMCs upon certain conditions being satisfied in order "to recognize the legitimacy of changing technology." Still being held.

AB 722 Bans the sale of incandescent bulbs by 2012. Withdrawn.

AB 1109 Alternative to AB 722. Passed. Requires the California Energy Commission to set minimum efficiency standards for appliances and general purpose lighting by December 31, 2008. Excludes "sign service" lighting.

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2007-08 Committee Chairs

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Roy Flahive: Sign Guy
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Committee, the International Sign Association, World Sign Associates, the Western States Sign Council, and most importantly, the California Sign Association.

“I have found the time, effort, and money that I contribute to these organizations very rewarding,” he says. “Our industry is so important to our American way of life. Signs play a huge role in the aesthetic and financial well being of our cities and communities.”

Roy credits his brother Tom and Kozell Boren of Encore as mentors in his life, however it is Leo March, formerly President of Integrated Signs, to whom he attributes his greatest influence.

“The debt of gratitude I owe Leo is impossible to enumerate. He, more than anybody, took me from an electrician with a tool pouch on my hip, to a business man with a briefcase in my hand,” Roy says. It was Leo who motivated him to get involved in the sign community through local government and trade associations.

Over the years Roy has always



Cheryl and Roy at a masquerade party.

served in the best interest of CSA and the sign industry as a whole. He created the \$10,000 Drawing, an event enjoyed every year at the Annual Installation Banquet at the Annual Convention, to be a major fundraiser for CSA. He traveled around the state and the country conducting the Safe Neon seminar with UL and the International Association of Electrical Inspectors on behalf of then-CESA and ISA. He worked with the CSLB on a sting operation to catch unlicensed contractors in the sign industry. And most recently he has lead CSA in engaging the California Energy Commission and the California utility companies



Roy with his brothers.

in their ongoing work on Title 24 regulations.

And now, in acknowledgement of these achievements and many others, Roy Flahive joins a lofty company of men in CSA's history—the Directors Emeriti. His appointment makes him the 12th member of this exclusive group and adds his name with his role models' Leo March and Kozell Boren. Not bad for just a Sign Guy.

Did You Know?

On January 1, 2008, new California building codes will be in effect. All construction plans submitted as of January 1 are required to be in compliance based on the California codes stated below.

- 2007 California Building Code (based on the 2006 International Building Code)
- 2007 California Electrical Code (based on the 2005 National Electrical Code)
- 2007 California Mechanical Code (based on the 2006 Uniform Mechanical Code)
- 2007 California Plumbing Code (based on the 2006 Uniform Plumbing Code)
- 2007 California Existing Building Code (based on the 2006 International Existing Building Code)
- 2007 California Fire Code (based on the 2006 International Fire Code)

Be sure that you are in compliance and check with the Permitting Departments of your upcoming projects for specific submittal requirements and any questions.

AB 1117 Allowed a sign along landscaped Highway 91 in Riverside County to advertise the Riverside Plaza shopping center. Bill was completely rewritten to authorize habitat conservation in Riverside County. No signage impacts.

AB 1484 Enacts a Model State Trademark Law and strengthen trademark protections in order to bring California into conformance with Federal law. Reduced trademark registration period from 10 to 5 years. Passed.

AB 1495 Amends the logo sign program along highways to allow for "RV-friendly" signs in order to accommodate the special needs of RV's. Passed.

AB 1608 Prohibits fast-food billboard advertising within 1500' of public schools or playgrounds. Withdrawn.

SB 563 Declares billboards to be illegal if unpermitted modifications are made that exceed the originally-approved height and size dimensions. Still held in Committee for this year.

REGULATORY

Energy Commission

California Energy Commission staff has distributed several proposed revisions to the 2008 Title 24 Standards. CEC staff has indicated they expect the 2008 changes to take effect April 2009. The CSA Technical and Government Affairs Committees, in collaboration with ISA and the various utilities continue to provide feedback. We have reviewed the proposed language changes, which while imposing a new standard are unobjectionable and technologically feasible. CEC posted a Web page with the latest 2008 energy efficiency pending documents and proposals—www.energy.ca.gov/title24/2008standards/documents/index.html

Small Business Advocate

The Governor's Office of Planning and Research, Small Business Advocate, has held several sessions in Sacramento to provide feedback to the Governor on the regulatory climate in California and its effect on small businesses. Jeff Aran and Connie Seitz are representing CSA.

CSA has been assigned to participate on the regulatory reform subcommittee. This commission was established last year, now led by Marty Keller, who we plan to invite as a guest speaker at a future CSA meeting.

Local News Recap

Sacramento City and County are simultaneously revising their ordinances. The City is proposing a major overhaul and there was a workshop on September 18 on electric signs, third in a series. We have been meeting with staff and providing various information pieces. Sacramento County is proposing a use permit for EMCs which are greater than 25 percent of overall sign area.

Grass Valley and Madera County are seeking to enforce pole sign bans. Letters will be sent to both these jurisdictions citing B&P Code 5499.

Some odds and ends in the news

San Anselmo Held an amnesty program this past summer for illegal signs for those that applied for permits by Aug 31.

Burlingame Someone has been messing with the letters on a Starbucks billboard, swapping the 'b' for an 'p'—not funny, according to Caltrans.

San Jose New etiquette rules now apply at San Jose council meetings, which now allows limited booing and hissing, and restricting commentary banners to no more than 2' x 3'.

Monterey Messages made from kelp and ice plant arranged on a sand dune, known as Scribble Hill are commonly visible along Hwy 1.

San Francisco The City's "Community Corridor" program, essentially a stepped-up code enforcement activity, is targeting 19 commercial corridors on 100 blocks in SF for infractions, illegal signage, with over 300 citations having been issued.

Lawndale Paid \$30,000 to settle a suit filed by Covenant Media seeking to declare the city's billboard rules unconstitutional.

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Quote of the Month

Thanksgiving Day

What we're really talking about is a wonderful day set aside on the fourth Thursday of November when no one diets. I mean, why else would they call it Thanksgiving?

~Erma Bombeck

Fun in San Diego

The 2007 Annual Convention was held in beautiful San Diego at the Catamaran Resort on Mission Bay. It was a fabulous, long September weekend celebrating our 48th year of the California Sign Association. Capitalizing on our location, the Suppliers' Opening Reception featured a cruise around the bay on the William D. Evans Sternwheeler. Emcee Pat McGehee was able to get some attention by announcing the winners of the Convention Golf Tournament held



Opening Reception held on the William D. Evans Sternwheeler



Raffle drawing winner for a \$10,000 Ticket Larisa Crossno with Golf Chairman Pat McGehee.



Speaker First Lieutenant David W. Bradt, USMC, at our Friday Networking Luncheon.



Lori Anderson & Tim Barrett at the Convention.



John Heemstra of YESCO at the piano for an important concert.



The passing of the gavel to incoming President Ray Smith from outgoing President Roy Flahive.

earlier that afternoon. (A complete recap and the lists of our winners and tournament sponsors are available in an accompanying article in this issue.) The night ended with the raffle drawing for the first of several \$10,000 Drawing Tickets that would be available throughout the Convention. Larisa Crossno was the winner of the ticket—and that ticket would be a winner of \$250 at the Installation Banquet on Saturday night.

Friday was our first full day of meetings, seminars and social events. After the Welcome Breakfast, the

General Members Meeting was held for all attendees to hear about the state of the Association, year-end reports from the Committees, and vote in the Board Members that will serve us for the next year. Most of our Board returns from last year, however we have two brand-new Directors, Rosana Burg of The Canvas Awning Co., Inc., and Todd Hummer of H2/Vannatta Insurance Services.

The first of our two seminars was presented by Kyle Logan and Walter Anderson of Rogers & Murdock, Inc. Their topic focused on collections and was a rather spirited lecture. After the seminar, the Friday Networking Luncheon introduced our attendees to First Lieutenant David W. Bradt, USMC, who spoke briefly on his service in the Marines. It was a wonderful presentation that had everyone buzzing the rest of the Convention.

Later that evening, attendees were invited to bring their families for a very informal dinner. Roy Flahive's son Patrick and grandson Danny

joined us, as well as the families of Carlos Salinas (PS Services), Brian Schneider and Jeff Jensen (both of JSJ Electrical Display Corporation).

The last day of the Convention was the busiest. Starting off with the Board Meeting in the morning, the Directors ended their business for 2006-2007 and passed the gavel from outgoing President Flahive to incoming President Smith to begin the 2007-2008 year.

After the meeting, ISA President Lori Anderson presented her seminar, *Public Speaking: I'd Rather Poke My Eyes Out With a Stick Than Testify on a Sign Code!* Successfully making a dreaded topic fun, this was another event that attendees really enjoyed, although probably not as much as those who participated in the Martini Madness event. (To read about the

trials of inventing a martini, be sure to read the accompanying article also in this issue.)

The Table-top Exhibit & Luncheon was our final event before the Banquet later that evening. There were 15 exhibiting companies with everything from LEDs to channel letters to insurance. It was a great opportunity to meet some of our Product Manufacturers and Sign Services Companies in a relaxed, casual atmosphere.

The President's Reception & Annual Installation Banquet capped off the Convention festivities until next year. (To read more about the Banquet, check out the accompanying article also in this issue.) Be on the lookout for details on our 2008 Convention in upcoming issues of *Powerline* and on our Web site at www.calsign.org. See you there!

2007 Convention Golf Tournament Sponsors

Please join us in our appreciation of the following companies:

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Fluoresco Lighting & Signs
FRANCE/Westrim
IEC – Interstate Electric Company, Inc.
LECIP Transformers
Montroy Supply Company
N. Glantz & Son, LLC
Patton Sales Corporation
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Golf Tournament Recap

Riverwalk Golf Club was the site for the Annual Convention Golf Tournament. Thirty-six golfers played a Peoria Scramble format officiated by Riverwalk's coordinator.

The biggest winner of the day was Kevin Cline Jr. Kevin was named "Player of the Tournament" as he was on the winning team, won one of our Longest Drive contests and a Closest-to-the-Pin contest. Sure, he's been golfing since he was four years old, but that wasn't so long ago—Kevin's 12!

A big thank you to Golf Chairman Pat McGehee for another fun tournament—last of our 2007 series.

Hope to see everyone at Riverwalk again in February 2008 for the Western States Sign Council Golf Tournament. Look for details coming soon at www.calsign.org.

2007 Convention Golf Tournament Winners

1st Place Team:

Kevin Cline, Jr., Signtech USA
Kevin Cline, Sr., Signtech USA
Gordon Darnelle, Stanford Sign
Todd Simcik, N. Glantz & Son, LLC

2nd Place Team:

Terry Dilgard, Signtech USA
Dub Northcutt, Structural Technology Consultants
Rob Riley, IEC – Interstate Electric Company, Inc.
Corky Schauer, Signtech USA

Longest Drive (2 holes):

Kevin Cline, Jr., Signtech USA
Brian Schneider, JSJ Electrical Display Corp.

Closest-to-the-Pin (3 holes):

Kevin Cline, Jr., Signtech USA
Dub Northcutt, Structural Technology Consultants, Inc.
Corky Schauer, Signtech USA

Player of the Tournament:

Kevin Cline, Jr., Signtech USA



Alastair Cumming concentrates on his putt at the 9th hole.

Kevin Cline Jr & Sr on the golf course.



Linda Northcutt and Bill Samoff watch Sandy Samoff on her second shot to the green.

Annual Installation Banquet, Awards & Pageantry

The President's Reception & Annual Installation Banquet, our final event of the Convention, was held in the



Lori Anderson gathers all 24 incoming Board Members for the Installation Ceremony.



CSA President Ray Smith presents ISA President Lori Anderson and ISA Chairwoman Teresa Young with a check for \$5,000 for the Signage Foundation, Inc.

Rousseau Center Room of the Catamaran Resort Hotel on Saturday night. The Emcee of the evening was Past President Tim Barrett who decided to change up the usual introductions with a request to all attendees to announce their avocation, or their hobby. It was a great personal touch as everyone learned a little more about their fellow member, something that wasn't sign-related.

Director Emeritus Kozell Boren congratulates new Director Emeritus Roy Flahive.

Before dinner, acknowledging our location in San Diego, home to several military installations such as Naval Air Station North Island, Camp Pendleton and many others, Kevin Stotmeister of Federal Heath Sign Company asked all veterans present to join him at the front of the stage. President Roy Flahive's son-in-law, Chief Dennis Aumack, USN, engaged the former military men in properly saluting the flag as they sang the national anthem.

Teresa Young, ISA Chairwoman of the Board, sang the national anthem. Later in the evening it was time for the awards. After announcing the awards and thanking our outgoing Directors for their service, President Flahive handed plaques to Gary Quiel for his work on the Energy Subcommittee and five successful years with the CSA Fishing Trip and to Rob Riley for bravely chairing our busiest committee, the Membership Committee, on his own. President's Awards were also given to Pat McGehee for his continuous work as Golf Chairman and dedication to the Board as Director Emeritus and to Skip Moore who has made himself readily available for numerous projects. President Flahive then took the opportunity to acknowledge the Stotmeisters, Kevin & Ellen of Federal Heath, for their generous support of the Association

The 2007 \$10,000 Drawing Winners from left to right: Daniel Chu, Pauli DeDominicis, Tom Gaebler, Rita Norman, Sheerene Mehrizi, Aubrey Albano, Angie Dotson, Janice Baker, and Graham Cumming of Bill Moore & Associates.

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2007 CSA Award Recipients

CSA Service Awards

- Davey Glantz
- Darryl Johnson
- Patti Skoglund-Adams
- Larry Vannatta

Industry Service Awards

- Gary Quiel
- Rob Riley

President's Awards

- Pat McGehee
- Skip Moore

Special Recognition Awards

- Kevin & Ellen Stotmeister
- Teresa Young and Lori Anderson

Director Emeritus Appointment

- Roy Flahive

\$10,000 Drawing Winners

Congratulations to all of our winners!

\$250 Winners

- Larisa Crossno
- Rocky Gruner

\$500 Winners

- Justin Pretzer – both prizes!

\$10,000 Winners

Bill Moore & Associates' "Conglomerate":

- Aubrey Albano
- Janice Baker
- Daniel Chu
- Graham Cumming
- Pauli DeDominicis
- Angela Dotson
- Tom Gaebler
- Sheerene Mehrizi
- Rita Norman



Conventioners are Shaken, Not Stirred



As an optional event at the 2007 Annual Convention, registrants were invited to blend their own variation of a fruit smoothie and concoct a new martini.

Hosted by Cheryl Strukelj, several of our attendees joined her in her efforts for the perfect beverage.

Even though it was before lunch, the participants wasted no time on smoothies and moved right into martini madness. Not every new creation is a success, but this research and development team was committed to cocktails. After two hours of pouring over their work, two creations were named by the group and chosen to share at the President's Reception and Installation Banquet. We proudly offer their recipes below:

The Citrus Slice Alternatini (The CSA)

- 4 parts orange vodka
- 3 parts simple syrup
- Squeezed lemon
- Splash orange juice
- plash sweet & sour

Shake. Rim glass with sugar, pour and add lemon slice for garnish.

The Martiki Mocha

- 4 parts vanilla vodka
- 1 part macadamia nut liqueur
- ½ part Kahlua

Add whipped cream to taste & shake. Swirl chocolate sauce around glass and pour.

Suppliers' Reception Sponsors

Thank you for your continued support of the signage industry in California!



CALENDAR OF EVENTS



General Membership Meetings

Southern Meetings:

- January 15 – Anaheim
- No February Meeting—See you at the Western Sign Show!
- March 18 – Pomona
- April 15 – San Diego
- June 17 – Commerce

Northern Meetings:

- January 24 – Sacramento
- February 28 – Berkeley
- March 27 – Pleasanton
- April 24 – Stockton
- May 17 – Oakland

Educational Seminars: UL 48 Advanced Signs

- January 8 – Brea
- January 10 – Santa Clara
- March 13 – Modesto

ISA Events

Western Sign Show:

- February 6-9 – San Diego Concourse, San Diego, CA

ISA Sign Expo:

- March 26-29 – Orange County Convention Center, Orlando, FL

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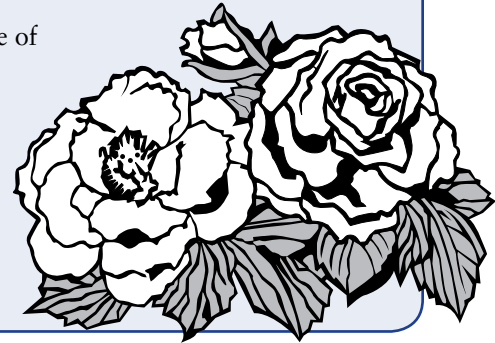
In Memorium

It is with great sadness that we report the passing of a California Sign Association Board Member and a long time friend to the sign industry, Larry Vannatta. Larry had recently submitted his resignation from the Board of Directors after serving CSA for 8 years. He was looking forward to retirement and enjoying the outdoors, especially Huntington Lake and the Central California Coast region, two of his favorite places to visit.

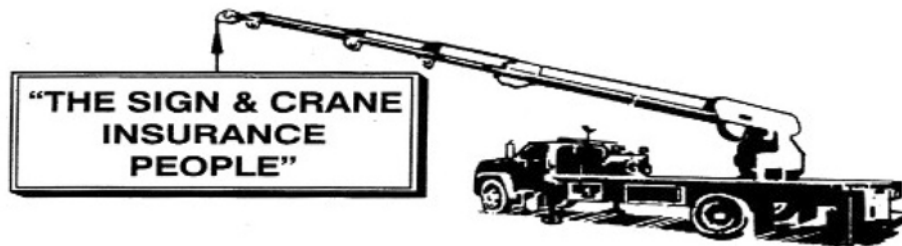


A resident of Fresno since 1965, he opened his own insurance company, Vannatta Insurance Agency, in 1974. Larry was a recipient of several industry awards for sales and service over the years. Education was a passion for Larry as he became very active with CSA through our Education Committee, serving as Co-Chair for several years.

Larry passed away on Tuesday, September 4, 2007, at the age of 67. He is survived by his wife, Jackie, who often attended the Annual Convention with him. A memorial service was held on September 10. The family has requested that donations be sent to two of Larry's favorite charities: The Boy Scouts of America, Sequoia Council, 6005 N. Tamera, Fresno, CA 93711, Attn: Angela; or The Salvation Army, 1854 Fulton, Fresno, CA 93721, Attn: Judi.



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Consider this...



On this day in history, November 9, 1911, Georges Claude, a French engineer, chemist and inventor, submitted his patent for a neon lamp. He is widely acknowledged as leading the commercial development of neon signs—his associate, Jaques Fonseque, is credited as selling the first neon sign to a Paris barber in 1912, and his own company, Claude Neon, introduced neon signs to the US in 1923. Claude Neon created two signs reading “Packard” for a Packard car dealership in Los Angeles. Purchase price was \$1,250 each.

Neon factoids:

- Neon was not the first gas used in sign tubing. Some of the first commercial sign tubes in the US used a carbon dioxide fill, a design devised by Daniel McFarlan Moore.
- Discovered by William Ramsey and M. W. Travers in 1898, neon is a rare element found in the Earth’s atmosphere at 1 part in 83,000 by mass. However neon is one of the most abundant elements by mass found in the rest of the universe—actually fifth after hydrogen, helium, oxygen and carbon—at 1 part in 750.

CSA Welcomes New Board Members

Please join us in welcoming two new Directors to the Board.

Rosana Burg, The Canvas Awning Company, Inc., Montclair, CA

The Canvas Awning Company is a brand new member, joining CSA earlier this year.

Todd Hummer, H2/Vannatta Insurance Services, Inc., Upland, CA

H2 also became a CSA member earlier this year upon the purchase of Vannatta Insurance Agency.

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| <input checked="" type="checkbox"/> High Performance Vinyl | <input checked="" type="checkbox"/> Electrical Sign Supplies | <input checked="" type="checkbox"/> Paints & Thinners |
| <input checked="" type="checkbox"/> Translucent Vinyl | <input checked="" type="checkbox"/> Screen Printing Supplies | <input checked="" type="checkbox"/> Gerber Equipment / Software |
| <input checked="" type="checkbox"/> Reflective Vinyl | <input checked="" type="checkbox"/> PVC Sintra™ | <input checked="" type="checkbox"/> Summa, Ioline & Graphtec Plotters |
| <input checked="" type="checkbox"/> Banners | <input checked="" type="checkbox"/> Foam Boards | <input checked="" type="checkbox"/> ENCAD, Summa & HP Printers |
| <input checked="" type="checkbox"/> Aspire™ Product Line | <input checked="" type="checkbox"/> Ink Jet Supplies (Kodak & Sihl) | <input checked="" type="checkbox"/> ScanvecAmiable Software |
| <input checked="" type="checkbox"/> Gerber Edge Cartridges | <input checked="" type="checkbox"/> Magnetic Sheeting | <input checked="" type="checkbox"/> Multicam Routers |



Attendees at the Banquet waiting to hear who won the big \$10,000 prize.



Emcee Tim Barrett.

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and sign industry. Lastly, but certainly not least, to ISA President Lori Anderson and ISA Chairwoman of the Board Teresa Young, he presented an award in appreciation of their leadership and for exemplifying the strength of women in leadership roles.

Then it was time to install the incoming Board of Directors for 2007-2008. Lori Anderson led the ceremony, hidden behind the many Directors as they crowded the stage area. And finally, with the business of the evening done, it was time for the \$10,000 Drawing!

President Flahive read the names as the tickets were drawn. A winner of a free ticket at our Suppliers' Reception earlier in the Convention, Larisa Crossno won \$250 and continuing his winning ways from last year, Rocky Gruner of Daktronics won the other \$250 prize. Also eerily following last year's results, Justin Pretzer of DerManouel Insurance Group won both \$500 prizes, just like Brian Schneider did in Monterey. But our big winners were the employees of Bill Moore & Associates, the "conglomerate" as their boss, Skip Moore, has dubbed them. And with that, the Banquet and the 2007 Convention was over. Saying good-bye to sunny San Diego was difficult, but we look forward to seeing many of our friends there again at the 2008 Western States Sign Show. Congratulations once more to our \$10,000 Drawing winners and a special thank you to all of our award recipients. Details of the 2008 Convention will be coming soon. Be sure to check upcoming issues of Powerline and our Web site at www.calsign.org.



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