

# Highway Safety Supply Newsletter

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STOP

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April 2008

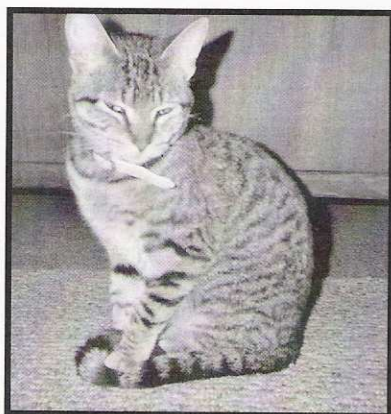
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## Inside this Newsletter

1. FROM JOHN'S DESK
2. NEWS, NOTES, PRODUCTS
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### FROM JOHN'S DESK



"Brenda's Helper"

### NO, WE ARE NOT MOVING!!

Several of our customers and delivery people have been confused by a message board that recently appeared on Route 17, in Bealeton, Virginia, that reads TRAFFIC SAFETY SUPPLIES CO. coming soon. This company with a name very, (maybe too), similar to ours is **NOT** affiliated with *Highway Safety Supply, Inc.* in any way, shape or form! To the best of my knowledge, this is a company owned by Steve Payne. I took the ride out myself and must admit the sign is a tad confusing, especially to anyone doing business with **HSS**. Highway Safety Supply has been in the same place for the last 15 years offering quality service.

Please, remember the customer service and friendly support that *Highway Safety Supply, Inc.* offers comes only with *Highway Safety Supply, Inc.* personnel and our reasonably priced quality products.

### HSS NEWS:

All of the employees of Highway Safety Supply were treated to a fabulous lunch at Lucio's Restaurant in Culpeper, Virginia, to celebrate the 17th anniversary of *Ms. Nancy Moore*. Hired in 1991, Nancy has become a vital part of the office personnel and has seen lots of changes in the growth of HSS. Please join us in wishing her 17 more years of happy employment with us! *Ms. Lisa Bache*, second in command at HSS, and *Brenda Pavone*, Office Manager, both attended the Safety Equipment Fair in Nashville, Tennessee at the end of January. "Getting to meet in person the people I talk with on a regular basis was great. We met a lot of new contacts and demos for new equipment were very informative, especially when you have new products to sell," said Lisa. As customer contact for HSS, Lisa does a wonderful job of taking orders and arranging shipping for all HSS customers.

### 2008 PRICES:

As the economy cools off, the

prices of oil continue to rise, sending prices for raw materials sky high. We have absorbed some of the cost by lowering our profit margins and maintaining less inventory on non-essential products. However, we are forced to pass along some of the increased pricing for paint. *But*, oddly enough, the cost of thermoplastic is going down. So far, everything else will remain the same at **HSS** and we will be sending out our 2008 price list very soon.

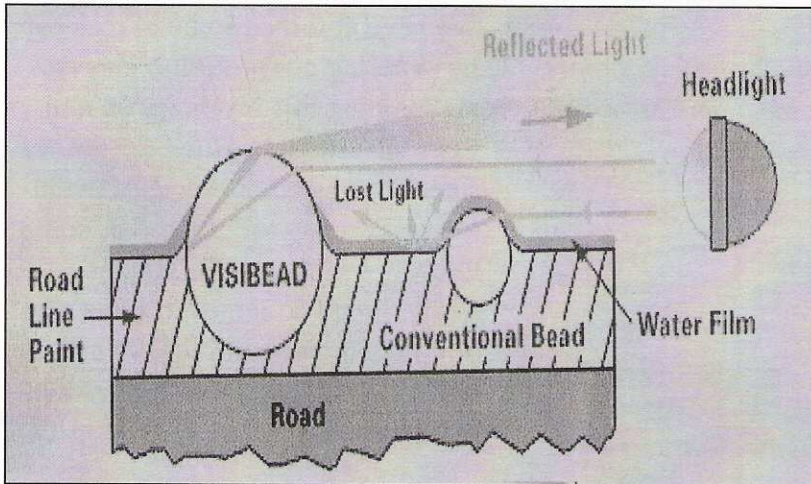
### PRODUCT NEWS:

*Mark Hodges* of *VDOT* has informed us that they will now be accepting 3M/Prismatic sheeting as meeting code for signs. He stated they have found the Prismatic to be equal or superior to High Intensity. Also, *VDOT* has released new specs for using Telspar posts. The break-away post sleeve must be at least 36 inches long and must now be in the ground 36 inches deep, imbedded in concrete.

### EFFECTIVE JANUARY, 2008

the specification for federal specs beads TT-B 1325CTYPE I A has been changed to 1325D. The old specs called for 75% rounds and the new specs call for 80% rounds. **HSS** has noticed that several federal airports are again specifying TT-B1325 Type III beads.

**Visibeads:** HSS is always being asked about the product we carry from *Potters Industry, Inc.* called Visibeads. These beads are much larger than the Federal spec glass beads and are the more reflective of the two. Visibeads are used mostly at railroad cross-ways and non-government pedestrian cross-walks. The diagram below shows the size difference between conventional beads and the much larger non-federal spec Visibead:



**Company UPDATES:**

**Big News Flash! Kelly-Creswell**

**Corporation has been Sold** to Ernest Industries. President *Mike Stute* said they will be retaining the name, Kelly-Creswell, but are relocating to a new modern facility in Springfield, Ohio. He asked all Kelly-Creswell's faithful customers to be patient during their transition period and he thanks them for their well wishes.

**Ennis Paints** has recently purchased *Lauren Tide Paint Company*, located in Quebec, Canada. This makes *Ennis* one of the largest painting companies in the USA. As one of their East Coast Distributors, HSS is pleased to see the growth and marketability of *Ennis* and the increase in products they offer.

*Congratulations* go out to **Mullen's Marking, Inc.** who recently won a

three-year, million dollar contract for doing thermoplastic in Arlington County, Virginia. HSS has proudly watched *Travis Mullen* become one of the principal players in the striping business since the opening of *Mullen's Marking* in 2003. Way to go, Travis!!

The economy may have weakened, but HSS's sales for striping equipment has been going great guns, since our Equipment Fair in September,

2007. **Charles Dewese Construction** purchased a Model CH220 thermoplastic applicator, with 6" die and 12" wide variable width bead system. They also purchased a

T5000SH-500lb Hydraulic Agitated Premelter.

Gene Waggy, the field Supervisor for Dewese, promised to let us know his personal opinion of the equipment once he gets it uncrated and in operation.

*Dale Angle*, owner of **Angle Line Marking**, purchased a Kelly-

Creswell, Heavy Duty Model C Striper, with stainless steel tank. Dale has purchased several pieces of Kelly-Creswell equipment in the past and says, "I love this Machine" **Speidel Construction** started our year off by purchasing a Graco Line Lazer IV with two guns. This is the second Graco Line Lazer purchase for them in the last year. *Morgan Johnson* said his field personnel really like the performance of this machine.

In our last Newsletter we told you about the sale of the Kelly-Creswell pressurized walk-behind with the bead system, featured at our Equipment Fair *Philip Quillion*, owner of **Quillion Stripping**, who purchased the equipment, said he has gotten rave reviews from VDOT jobs. "This machine produces the best beaded lines ever painted!"

**NEW PRODUCTS:**

**ROAD MARKERS**

**Secure Logic**, a division of *ETL Corporation*, now offers Solar Road Markers, their trade mark design for LED road markers. The concept of their products is simple: Improve road and pavement markers by increasing their visibility, thus preventing accidents. The Solar Road Marker series is intended for application on asphalt and concrete surfaces. The flashing LED reflectors guarantee a safe guide in all streets. They provide highly effective, long-life visibility, particularly at night and in wet weather. Unlike conventional reflective markers, the Solar Road Markers are visible up to a mile away. They emit rather the reflect light, but do not distract from the driver's attention to the road. Each unit is completely independent and self-directed. It does not depend on anything other



than ambient light (i.e., sunlight, partial light), to work. Not only do Solar Road Markers have high visibility; they have high reliability due to a heavy-duty design that is long lasting, impact resistant, and engineered to survive in virtually any weather conditions. They meet ASTM specifications; however they are not recommended for snow-plow areas. (**Look for our newest section The Ladies' Corner, for comments and hints for this product!**)

**Solar Logic** also offers the Hydrant Solar Road Beacon, which provides fire departments brilliant all-weather and night time hydrant identification. It is suitable anyplace that has a hydrant which can be located as quickly as possible. They provide highly effective long-life visibility, particularly at night and in wet foggy weather. Just like Solar Road Markers, the Solar Beacons will provide years of problem-free use and important instant hydrant identification.

**GRACO LINEDRIVER AND GRACO LINEDRIVER HD**

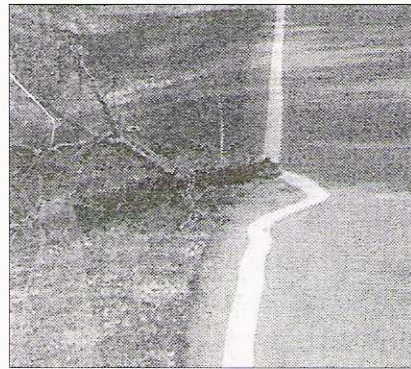
**Graco Inc.** has announced the release of two new ride-on systems, the LineDriver, which has a 160 cc Honda engine with a pull start and the New LineDriverHD, which offers a 200 cc Honda with exclusive Prostart System. Both systems offer New FlexBeam away light systems, dual pedal systems, new parking brake with easy-adjust feature, and the advanced vibration reduction system. From now to June 30th **HSS** is offering a sales promotion for anyone interested in purchasing one of the units.

**TRANTEX PROFILED THERMOPLASTIC APPLICATOR**

This unit allows the installation of Profiled Lines with the ease and simplicity of an Extrusion Handliner. At the time of printing, our literature for this product has not yet arrived, so we will keep you posted on our website when it does.

**GUESS WHICH PAINT CREW PAINTED THIS?**

- A. Mullen's Marking
- B. Payne's Pavement Marketing
- C. Va. DOT
- D. Lasting Coastline
- E. None of The Above



**THE LADIES' CORNER:**

*As most of you know, highway striping and safety supplies are mostly male-dominated companies and positions. We ladies are the behind-the-scenes force that keeps them going. This section is dedicated to US.*

The **LED MARKERS** mentioned in new products section would make great patio, pool or sidewalk markers. As an avid gardener and summer person, I am ordering a case of the markers (in the blue color) to place around our patio and the pool. I will give you a first-hand report on how this works in our next newsletter.

**Lisa says, remember water base paint goes over oil base but oil does not go over water base.**

**WD-40:**

**OK, we all know what WD-40 is but: did you know it has multiple uses? According to an E-mail we received, it was developed as a rust preventative solvent and degreaser to protect missile parts in 1953 by the San Diego Rocket Chemical Company. However, most importantly, it will clean traffic paint from your car and from metal signs, remove tar and grime from cars, give floors that 'just-waxed' sheen without making them slippery, clean stainless steel sinks and barbecue grills, remove tomato stains from clothing, and--I really want to know who figured this one out--keep flies off cows! The E-mail also states there is nothing in WD-40 which will hurt you, according to Ken East, one of the original founders of the product. Who Knew..?**



**A Parking Lot's Lament!**

**Spring has sprung  
The grass has rize  
Everyone wants to know  
Where your white lines is.**