

WE KNOW HOSPITALITY

WE'VE GOT THE EXPERIENCE

With 60 years servicing brand-driven Hospitality customers, we've learned what it takes to get the job done in this unique industry. Our expertise in sign manufacturing, installation, and turnkey project management is second to none. That's why the world's largest and most respected Hospitality companies, including Wyndham, Days Inn, and Aloft, have entrusted us with their image needs. With hundreds of Hospitality locations in North America, we're masters at this. Here's how our experience can help you:

- Dedicated team of Hospitality industry project managers and engineers with over 20 years experience
- Patents on innovative products that create distinctive looks
- Installation teams trained on Hospitality industry standards
- Ability to convert thousands of locations on a fast timeline

WE'VE GOT THE PRODUCTS

Nothing is more important than signage when it comes to the on-site delivery of your brand. The Hospitality industry is especially demanding with its broad range of high performance image elements, including formed faces with extensive decorating systems. Blair offers one of the widest selections of Hospitality image elements available. If we don't have what you need, we'll invent it.

- Channel Letters
- LED Letters
- LED Lighting Systems
- Illuminated Cabinets
- Formed Faces
- Pylon Signs
- Directional Signage
- Interior Graphics
- Steel Fabrication
- Foundation Engineering



blair
IMAGE ELEMENTS™

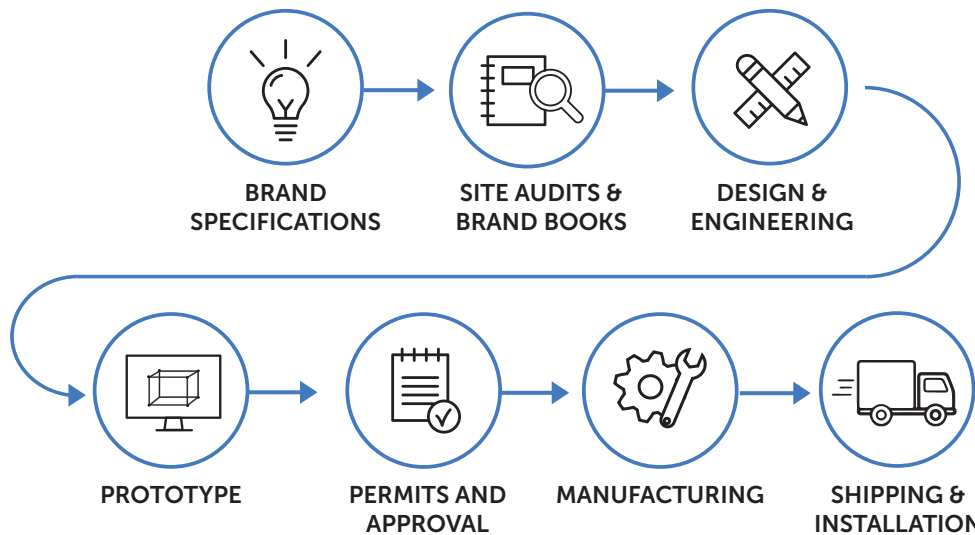


WE'VE GOT THE CAPABILITIES

Blair is a one-stop-shop with a comprehensive and proven approach to site branding. From planning through installation, we'll manage it all. Our Central PA location enables us to recruit from and innovate with some of the best engineering schools in the country. And we take great pride in our manufacturing team, whose heart-of-America craftsmanship delivers outstanding quality for every project. Whether it's a single mega-site or a 2,000 location conversion, our mission is the same: On Time. On Budget. On Brand. Here's how we do it:

- Brand Ambassadors who ensure rigid adherence to graphic standards
- State-of-the-art factories with over 200,000 square feet of manufacturing space
- Fully integrated ERP system connected to Customer Portal for real time reporting
- Long-term relationships with permit offices in all major cities across the USA
- Sub-assemblies that follow stringent PPAP (Production Part Approval Process), modeled after automotive industry
- Among the highest standards in the industry for on-time shipping and installation
- Lean manufacturing, flexible scheduling, and efficient freight solutions to keep costs under control
- Network of installers covering every city in North America
- Continuous Improvement Program across all areas

OUR PROCESS



ABOUT BLAIR

Don Devorris and Steve Pellegrine, two entrepreneurs from a small town in Pennsylvania, began making signs in 1959 to help grow their small electrical contractor business. For over 60 years, Blair has remained a family owned and operated business with a spirit of innovation and determination. Today, the company employs over 400 people with offices across the US, Asia and Mexico. We take great pride in producing high quality site image elements for some of the world's most respected brands. Our commitment to over-the-top service has earned us long-term relationships with our clients, many of whom have been with us for decades.

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