



# WE KNOW PETROLEUM

## WE'VE GOT THE EXPERIENCE

With 60 years servicing brand-driven Petroleum 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 Petroleum companies and distributors, including BP, Gulf, 76, Sheetz and Wawa, have entrusted us with their image needs. With over 10,000 Petroleum locations in North America, we're masters at this. Here's how our experience can help you:

- Dedicated team of Petroleum industry project managers
- Patents on innovative products designed specifically for the Petroleum market
- Sign engineers with expertise in Petroleum site foundation and design
- Installation teams trained on Petroleum industry safety standards

## WE'VE GOT THE PRODUCTS

Nothing is more important than signage when it comes to the on-site delivery of your brand. The Petroleum industry is especially demanding with its broad range of high-performance image elements, including extra tall pylons, reliable and easy-to-program EPCUs, brightly-lit canopies, and site specific customizations. Blair offers the widest selection of Petroleum image elements available. If we don't have what you need, we'll invent it.

- Pylon Signs
- Tenant Panels
- Building Signs
- Banners
- Awnings
- Wayfinding and Directional Signs
- Parking Lot Signs: Portable, Direct Burial
- Parking Lot Stencils
- Curbside Pickup Signage
- EPCUs
- Parking Lot Spanner
- Interior Lighting
- Site and Canopy Lighting
- Lighting Packages - Hard-wired and Solar



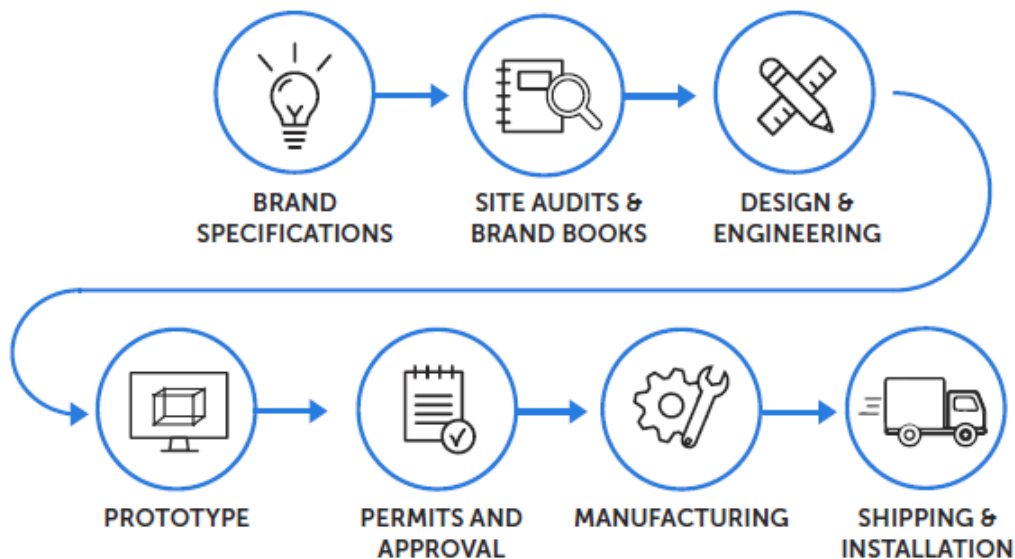


## WE'VE GOT THE CAPABILITIES

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:

- Program Managers who ensure rigid adherence to brand standards, schedules, and budgets
- State-of-the-art factories with over 300,000 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
- Continuous Improvement Program across all areas
- 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

## 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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