

# WE KNOW RETAIL

ROSS  
DRESS FOR LESS

## WE'VE GOT THE EXPERIENCE

With 60 years servicing brand-driven Retail customers, we've learned what it takes to get the job done in this unique industry. Our expertise in sign manufacturing, lighting, architectural wall panel systems, installation, and turnkey project management is second to none. That's why respected Retail brands, including The Home Depot, T-Mobile, and Ross have entrusted Blair Image Elements with their image needs. With thousands of locations in North America, we're masters at this. Here's how our experience can help:

- Dedicated team of Retail industry project managers and engineers with over 30 years' experience
- One contact for product, installation, painting, electricians and service
- Patents on innovative products to create distinctive looks that remain true to brand standards
- Team dedicated to Retail code research with ability to expedite permits and acquire variances
- Experienced crews that work efficiently to avoid disrupting sales
- Detailed maintenance programs to ensure lasting image elements

## WE'VE GOT THE PRODUCTS

Nothing is more important than signage when it comes to the on-site delivery of your brand. The Retail industry is especially demanding with its broad range of high-performance image elements. Blair offers one of the widest selections of Retail image elements available.

- Channel Letters
- LED Letters
- Pylon Signs
- LED Lighting Systems
- Tenant Panels
- Wayfinding
- Window Vinyl
- Interior Graphics
- Banners
- Curbside Pickup

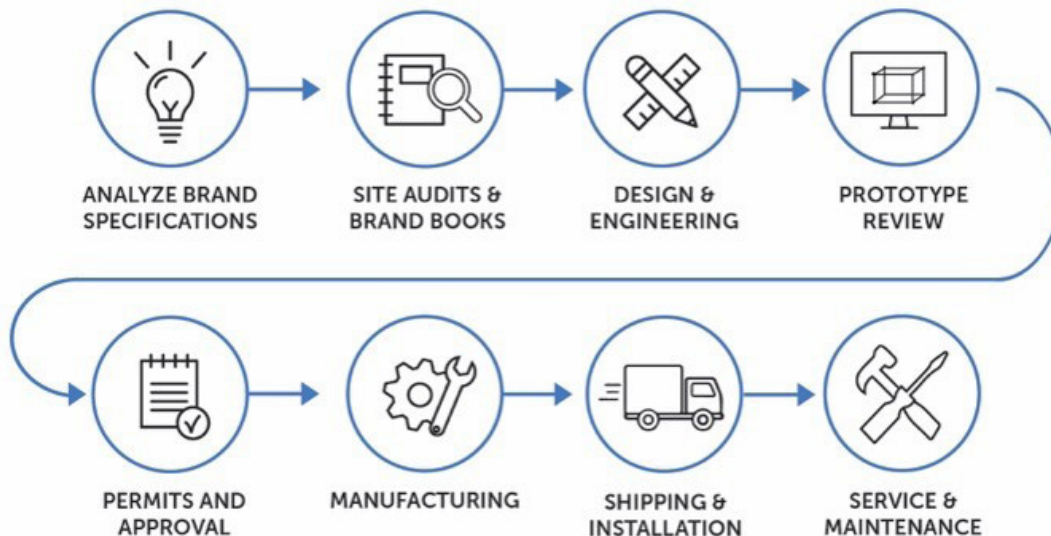




## WE'VE GOT THE EXPERIENCE

Blair is a turnkey, full-service provider 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. 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



## 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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