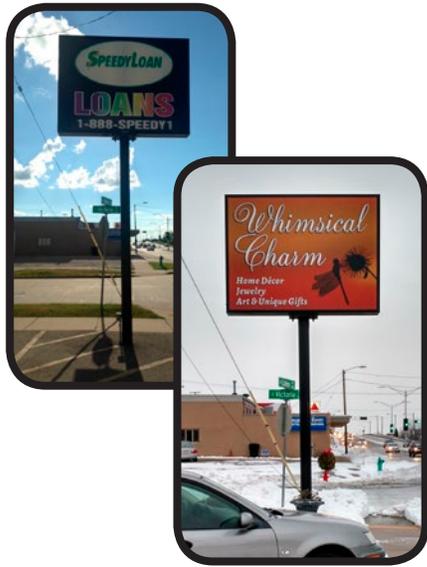


As we started the first quarter of 2016, we took time to reflect on 2015 at our annual holiday party in January. This year, our event celebrating Christmas and the New Year was held at the Resch Center, where we had a suite to watch a Green Bay Gamblers hockey game. This was a great venue for us as we were able to see first-hand one of the major projects we completed in 2015 - an enormous center-hung Daktronics video display, and two other large video displays around the perimeter of the stadium. The video displays looked great, and the Gamblers won! It's shaping up to be another great year at TLC in 2016, with several major projects in the works and exciting changes as the company continues to evolve.

Featured Projects:

Skogen's Festival Foods, De Pere: LED Upgrade and New Faces

When the time came for Festival Foods to upgrade their high-rise and multi-tenant pylon signs in De Pere with LED lighting and new flex faces, they trusted TLC Sign to get the job done. Having worked on many of their signs in the area, we've built a great relationship that has continued to grow over the years. This project was a great example of TLC Sign's consistency in our interactions with the customer. Whether it was Dan taking the initial call, Tim providing the estimate, or Josh in the field meeting face-to-face - they received the same level professionalism and expertise in each area to keep the project moving forward, and peace-of-mind throughout the process, knowing that the sign would look great in the end.

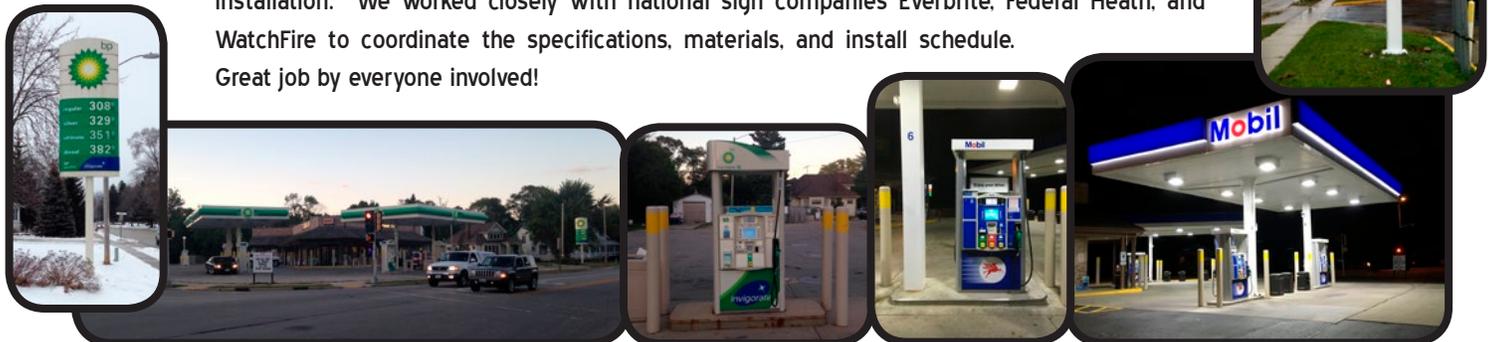


Whimsical Charm, Appleton: Pylon Sign Faces

Amy, the owner of Whimsical Charm, found out about TLC Sign from Julie selling her candles there. When Amy moved to a new location, she called on TLC Sign to change the faces in her pylon sign. This project was a challenge due to the size of the polycarbonate faces and the limitations of translucent vinyl media. Amy had a specific vision for the graphics, and we were able to provide the design with a nearly invisible seam using a three-layered printing technique. The sign reflects Amy's unique personality, and she was very happy with the results!

U.S. Oil - Bill's Self Serve, North Prairie: Gas Station Re-Imaging

Sharon and Monica, Branded Imaging Project Manager at U.S. Oil, took the lead on the recent conversion from BP to Mobil at Bill's Self Serve in North Prairie. This was a large project involving the rebranding of two pylon signs, two canopies, twelve fuel pumps, and the addition of building signs and two new electronic message centers. Everyone at TLC Sign contributed to this project in some way - from site survey and design to permitting and installation. We worked closely with national sign companies Everbrite, Federal Heath, and WatchFire to coordinate the specifications, materials, and install schedule. Great job by everyone involved!



Upcoming Projects:

East Wisconsin Savings Bank, Grand Chute: Sign Package

TLC Sign is set to begin production on a new pylon sign, building letters, and drive through signs for East Wisconsin Savings Bank's new location in Grand Chute. We upgraded the message centers and refreshed the pylon signs at several of their existing Fox Valley locations in 2015, and they are going big in 2016 with a 5' x 12' top ID cabinet and 5' x 12' EMC for their new pylon sign. This will be one of the largest message centers in the mall area, and it will be sure to help them stand out from their competition!



Coldwell Banker Siewert Realtors, Wisconsin Rapids: Pylon Sign Changes, EMC

Siewert Realtors came to TLC Sign when they decided to upgrade the hand reader board on their pylon sign to an electronic message center. They are also planning to refresh their image with an LED upgrade and new faces for their top ID cabinet.

Clean, Safe, and Efficient:

Clean

Kimberly Design and Production Facility TLC's Design and Production team started the new year fresh and clean at their newly

remodeled production facility, conveniently located right next door to the existing office in Kimberly. Preparing our new space involved priming and painting the concrete floors, moving all of the vinyl racks, production tables, and equipment, and setting up new office furniture. New racks were built to properly store our digital media rolls, keeping them organized and easy to move from the shelves to the printer. The new facility is a big improvement over the cramped office and shop spaces we were in. The move also freed up the old office space for improvements to give everyone more room to work, and we can now fit two service trucks in the shop. This was another great group effort by everyone at TLC, stop by and see the changes!



Safe

Noise Noise-induced hearing loss can be temporary or permanent, and in most cases it can be prevented. Excessive noise levels not only damage your hearing over time, but they can contribute to other injuries and health problems. Prevention methods include controlling noise at the source through improved maintenance practices, controlling noise in its path with isolation, blocking, diversion, or absorption techniques, and controlling noise at your ears with the use of proper PPE. Like most of our safety topics, this can also apply to your personal life - keep noise in mind and use proper safety methods, whether you are cutting wood, attending a concert, shooting a firearm, operating a lawn mower, or anything else where excessive noise levels can occur.

Efficient

File Management How much time do you spend searching for a file? Do you stop and think about where a new document, folder, or photo should be filed? We can all work more efficiently by following TLC's guidelines for file management. If you are ever unsure of how or where to file something, refer to the pdf file in T/Documents/TLC Sign/T Drive Organization.

Employee News:

Birthdays:

Kelsy-Ann Hayes (January 30th) Sharon Bolles (February 7th) Dan Lukaszewski (February 25th) Renee Cullen (March 3rd)

Announcements:

This quarter, we welcomed Joe Schalkowski to the TLC Team and said our goodbyes to Carolyn Mielulius. We thank Carolyn for her hard work, and wish her the best at her new position!

Joe Schalkowski, Service Technician - start date 2/15/16 Joe and his family are already well-known by the Cullen family. He lives in the Weyauwega area and is ready and willing to learn the sign industry!

Charitable Donations TLC Sign is proud to announce our new charitable donation program. This was started in the 4th quarter last year, with the company giving each employee a \$200 donation allowance to the charity or charities of their choice. The following organizations benefitted from our employee chosen donations in 2015: Alzheimer's Association, American Cancer Society, Bethesda Lutheran Communities, Boys and Girls Club of the Fox Valley, Catholic Relief Services, Christopher & Dana Reeve Foundation, First Congregational UCC Church, New Hope Church, Relevant Radio, St. Jude's Children's Research Hospital, Salvation Army Fox Cities, Susan G. Komen, Walk With Strength, and Weyauwega-Fremont Booster Club. TLC donated a total of \$5,000 to these charities, and we look forward to continuing this program in 2016!

Thanks! TLC Sign would like to thank Chad Defenbaugh, our excellent WatchFire Territory Manager, for treating us to dinner at Nakashima's in January. Chad was very proud of the great year we had in 2015 installing signs manufactured by WatchFire. Chad makes it easy for us - he is always quick to respond to questions or quote requests, and is always happy to set up message center demos with our customers. Thanks Chad!



Quote of the Quarter:

"Our relationships are heart to heart relationships. Ours is a business of love, not a business of money or materials." - Anonymous

Great companies that build an enduring brand have an emotional relationship with customers that has no barrier. And that emotional relationship is built on the most important characteristic, which is TRUST.

Mission Statement:

Our mission at TLC Sign is to strive for excellence in every aptitude and continue our tradition of safety, honesty, and creativity to our customers, employees and community.