

A newsletter for customers and friends of Plastic Safety Systems

# The PSS Edge

Plastic Safety Systems, Inc. ♦ P.O. Box 20140 ♦ Cleveland, OH 44120  
♦ 800-662-6338 ♦ 216-231-2702 fax ♦ www.plasticsafety.com ♦ *On the Roadway for Safety*®

## Welcome to the Edge...

Our mission is to provide the best temporary traffic control products in the world and maintain our customers for life.

## In this issue.....

- ...Check out our new products
- ...Employee Spotlight
- ...Visit PSS at industry trade shows
- ...NEW! Crossword puzzle

The PSS Edge is a copyrighted publication of Plastic Safety Systems, Inc., designed to be a source of information and entertainment for customers and friends of PSS.

Editor: Shawn Scott

## PSS continues growth

### *Weatherhead 100 list recognizes PSS for fourth year*

It's no surprise that an ongoing joke in the Cowan family has to do with the scene in the film *The Graduate* that yields Dustin Hoffman this career advice: "Plastics, Ben. Plastics."

Since Plastic Safety Systems Inc. (PSS) began in 1982 as an offshoot of a thermo-forming company, innovative uses and manufacturing of plastic traffic devices has been their specialty. Recently, PSS was recognized on the **Weatherhead 100** list of fastest-growing companies in northeast Ohio. The Weatherhead 100 list is compiled

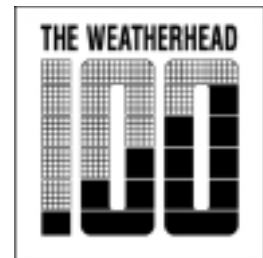
annually by Enterprise Development Inc. (EDI), part of Case Western Reserve University, and ranks companies in Northeast Ohio based on revenues from 1995-99. Companies with net sales of more than \$100,000 in 1995 and more

than \$1 million in 1999 were eligible for nomination.

Qualifying companies must show continuing growth over the last 5 years. This list has become a meaningful record of businesses to watch in the area. PSS was also a recipient of the award in 1994, 1995 and 1997.



**(L-R) Bruce Owens, Dave Cowan, Chuck Bailey and Bryan Grabowski of Plastic Safety System accept the company's fourth prestigious Weatherhead 100 award, which recognizes the fastest growing companies in northeast Ohio.**



**OUTSTANDING  
GROWTH COMPANY  
2000•97•95•94**

## NCHRP-350 tests and approves PST-III™ Plastic Type III Barricade

On June 1<sup>st</sup> of this year, Plastic Safety Systems, Inc. (PSS) contracted with the Midwest Roadside Safety Facility at the University of Nebraska–Lincoln to conduct a safety performance evaluation in accordance with NCHRP report No. 350 of the Category 2 device, PST-III™ plastic type III barricade.

Test 3-70, according to the guidelines set forth in the NCHRP 350 report of work zone traffic control devices, requires that the device be impacted both at 90 degrees and 0 degrees. Crash test results

demonstrated that the impacts created minimal damage to the crash test vehicle.

It was also determined that the PST-III™ could be set-up and re-used after impact, thus providing an added benefit.

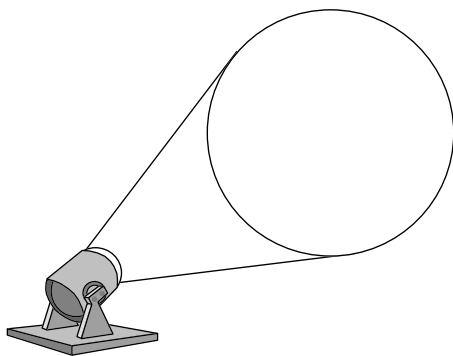
Upon reviewing the test results, the Federal Highway Administration (FHWA) determined that the PST-III meets the required NCHRP-350 standards and is acceptable for use on the National Highway System (NHS). This letter of acceptance has been designated as number WZ-61. For more information on the PST-III™ plastic type III barricade, contact us at 800-662-6338.

### : Features:

- ✓ Available in kits or individual components
- ✓ Break-a-away design
- ✓ Center boards and uprights constructed of crashworthy polyethylene
- ✓ Quick setup and tear-down with minimal labor
- ✓ Stackable
- **Plastic Center Boards:**
- ✓ Available in a variety of lengths
- ✓ Can be ordered sheeted or plain
- ✓ Made of durable polyethylene with a reinforced core

## FHWA Acceptance #WZ-61 PST-III™





# Employee spotlight

## *New faces at Plastic Safety Systems*



**Chuck Bailey**

This past September, Chuck Bailey, Director of Product Development, was elected Chairman of the American Traffic Safety Service Association's (ATSSA) Government Relations Committee. The function of the committee is to work with city, county, state and federal government legislation to ensure the improvement of motorist safety on our highways.

The Chairman of the Government Relations Committee also acts as the Chairman of the Oversight Committee within ATSSA. Chuck has served on the Government Relations Committee for the past three years.

In other ATSSA committee news, Vice President of Sales **Bruce Owens** was appointed to the Nominating Committee by ATSSA President Chip Sterndahl. Bruce currently chairs the Manufacturers & Suppliers Committee.



**Chuck Mettler**

Chuck Mettler has joined PSS in the area of Quality Control. Chuck's hobbies include flying radio controlled airplanes. He also has a private pilot license to fly the real thing! Chuck's family includes his wife, Tina, and children Travis, age 9, and twins Jenny and Susie, who are 4. Chuck also keeps busy with three dogs, raising pigs, and serving as an advisor for the local 4H swine club.

Teresa Mikalowski has joined PSS as our new office manager. Teresa has strong background as Office Manager and in Customer Service. She is an area native, born and raised in Cleveland, Ohio. Teresa enjoys working with various arts and crafts in her spare time, as well as enjoying a good mystery-suspense novel or taking in a movie. She must be a TV buff--her cats are named Ricky and Lucy.



**Teresa Mikalowski**



**Jim Kovacs**

Jim Kovacs has joined PSS as a customer service representative, with more than 32 years of sales and customer service experience with BP Oil. Jim, and his wife of nearly 30 years, Mary, live in Parma. They have two grown sons, Jeff and David. Jim enjoys golf and cooking ethnic foods.

# New products designed to make the job easier and safer

## *PSS introduces the F&A Frame*

The PSS **F&A Frame**--short for Functional & Aesthetic-- was designed to meet customers' needs for the durability and versatility needed in an A-Frame barricade. Made of durable polyethylene, the **F&A Frame** is UV stabilized and designed to take abuse on the job.

Used as a Type I or II barricade, the **F&A Frame** accepts virtually any centerboard on the market, including nominal lumber, Plastic Safety Systems centerboards, and I - beam style boards, while holding them securely.

The user- friendly, ergonomic handle allows for easy setup/ takedown and specially molded stacking feature enables easy stacking, while using minimum space in storage or during transit. The oversized sand-fill hole allows for quick and easy internal ballasting and is sealed with a flush mounted cap. For more information on the **F&A Frame**, contact us at 800-662-6338, or visit us at Traffic Expo at Booth #1211.



See the PSS F&A Frame  
at Traffic Expo Booth  
#1211

**Our Mission:**



Plastic Safety Systems, Inc.

Provide the best temporary traffic control products in the world and maintain our customers for life.

\*On the Roadway for Safety™



## Call Bryan...

PSS customers are encouraged to call Marketing Manager Bryan Grabowski if you need artwork or graphics for your distributor ads and catalogs. He can be reached at PSS, phone 800-662-6338, or by e-mail at [bdgrabowski@plasticsafety.com](mailto:bdgrabowski@plasticsafety.com).

# PSS Quik-Gard represents next generation of guardrail markers

Plastic Safety Systems, Inc. has developed a new product that meets the challenge of delineating guardrail both day and night. **Quik-Gard** is a cutting-edge system for delineating guardrail that is economical, durable and extremely effective.

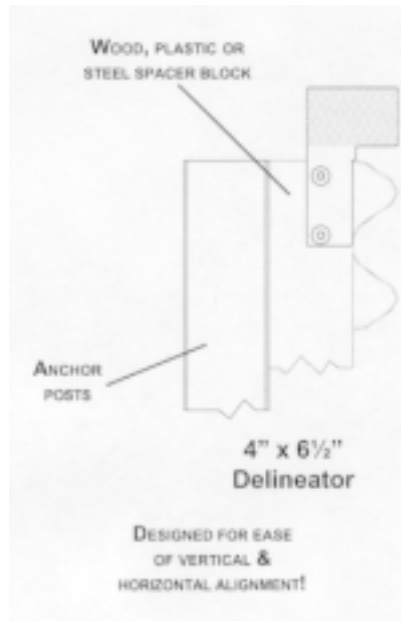
**Quik-Gard** utilizes premium-quality plastics and provides customers with the option of highly reflective fluorescent sheeting. This innovative guardrail delineation system is designed for superior performance and illumination of guardrail systems.

**Quik-Gard** installation is simple. The “notched” profile patent-pending design allows the installer to easily maintain vertical and horizontal alignment with no guess work. Pre-drilled holes allow the delineator to attach to the spacer block with screws, nails, tape or glue--which ever method you prefer.

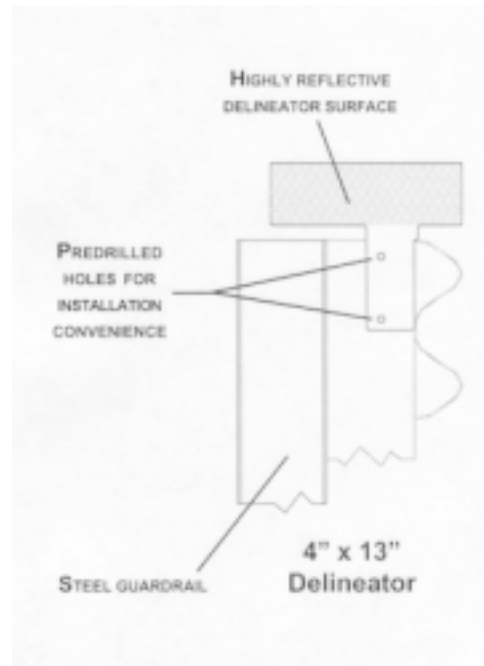
For more information on the **Quik-Gard**, contact us at 800-662-6338, or visit us at Traffic Expo at Booth #1211.

Use the Quik-Gard to increase safety at:

- .....
- ✓ Work Zones
- ✓ Dangerous Curves and Intersections
- ✓ Entrance / Exit Ramps
- ✓ High Speed Areas
- ✓ Low Visibility Areas
- .....



See the Quik-Gard  
 at Traffic Expo Booth  
 #1211





## PSS to debut new products at Traffic Expo 2001

*Visit us at Booth #1211*

While Ft. Lauderdale sounds like a nice break from a Cleveland winter, the Plastic Safety Systems Inc. (PSS) management and sales team won't have much time to enjoy sunny Florida while they attend the American Traffic Safety Services Association's (ATSSA) annual convention and Traffic Expo in February.

Instead, they will be hard at work showcasing innovative, exciting new products to the traffic safety market and leading important industry meetings. PSS remains committed to the mission of ATSSA, which is to improve and promote roadway safety. Each year, other companies dedicated to the same goal attend Traffic Expo to learn about industry standards and regulations, and to view the latest products to hit the market. In addition to exhibiting at Traffic Expo, the PSS team is actively involved in various committees and task forces that help shape the roadway safety industry.

PSS President **Dave Cowan** continues to serve on ATSSA's Temporary Traffic Control Committee and New Devices Task Force, and chairs the E-Commerce Task Force. **Bruce Owens** chairs the Manufacturers & Suppliers Committee, and was recently appointed to the Nominating Committee by ATSSA President Chip Sterndahl.

As announced in the Employee Spotlight on page 3, **Chuck Bailey** was recently elected chairman of the Government Relations Committee, which is expected to play a major role in upcoming transportation funding legislation. **Bryan Grabowski** serves on the Education Committee, and **Mike Heltzel**

is a member of the Safety Committee.

Dave Cowan and the PSS team believe that collectively ATSSA member companies are stronger than individuals.

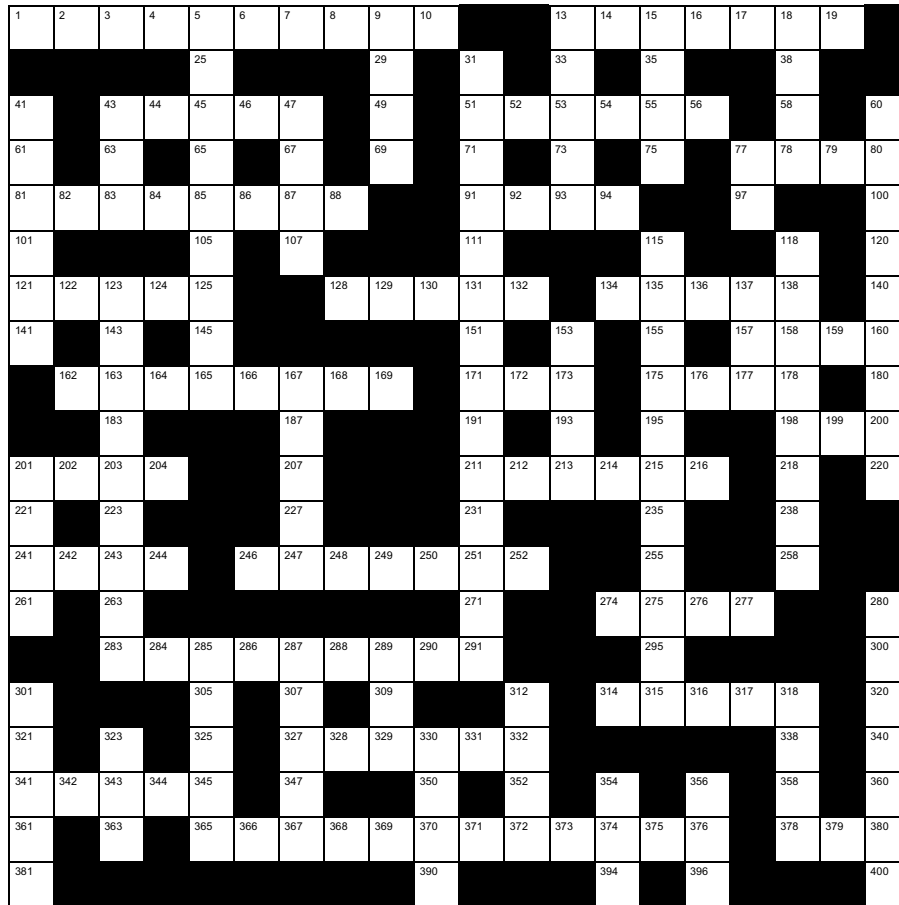
"We all work toward the same goals," says Dave Cowan. "The ultimate safety in transportation. PSS is committed to supporting and advancing the mission of ATSSA and other organizations that work to make our job easier."

He adds, "We look forward to seeing our customers and friends at Traffic Expo, and to delivering exciting new safety tools to the market."



Plastic Safety Systems, Inc.  
is proud to sponsor the 10th Annual  
Foundation Golf Classic  
*Benefitting programs for  
deserving public officials who are  
pursuing educational goals that  
support highway safety.*

# PSS Crossword Puzzle



## Across

- 1. Product used to represent a line
- 13. Stabilizing weight
- 43. PSS Snow Fence
- 51. Color of PSS fence, or juice
- 77. Fruit skin or rind
- 81. ORIGINAL Sandless Drum
- 91. Give and \_\_\_\_\_
- 121. Item of value
- 128. PSS President David E. \_\_\_\_\_
- 134. Color of PSS fence; or fresh snow
- 157. Spoken
- 162. Short month
- 171. Loud, unpleasant noise
- 175. Type of salamander
- 198. Small town hotel
- 201. PSS' first drum
- 211. Type of 13 Across
- 241. Not false
- 246. Bag used on the beach.

- 274. Fed approval # for PST-III
- 283. Name of PSS' reflective panel
- 314. Color of PSS fence; or money
- 327. Color of PSS fence; or goldfinch
- 341. Stomach irritation
- 365. PSS product used in parking lots
- 378. \_\_\_\_\_ Whitney

## Down

- 5. PSS' All-in-One channelizer
- 9. State where 60 down is located
- 13. Opposite color of 134 Across
- 15. Winter Olympic sport
- 18. Tired muscles
- 31. Site of ATSSA Traffic Expo 2001
- 41. Ballast used for LIFEGARD drum only
- 43. Abbr. for Hall of Fame
- 47. Nil
- 60. Location of Plastic Safety Systems

- 77. 3.14...
- 115. Product used to channel traffic \_\_\_\_\_ Panel
- 118. \_\_\_\_\_ Panel
- 123. Product used to slow traffic
- 137. Type of truck
- 153. Part of a door
- 167. Industry trade association
- 201. Name of PSS' Type III
- 280. Industry black sheep \_\_\_\_\_-350
- 285. \_\_\_\_\_-350
- 287. A vertical section of cake
- 289. Not healthy
- 301. PSS' \_\_\_\_\_ Owens
- 312. Cotton \_\_\_\_\_
- 318. \_\_\_\_\_ Lite reflective fence
- 323. A hole-in-one in golf
- 330. One \_\_\_\_\_ Road Ahead
- 354. Abbr. for Department of Transportation
- 356. Eisenhower

## Holiday greetings from the Cowans



*But I heard them exclaim ere they drove out of sight,  
 "Where are the brakes on this thing? It flies like a kite!"*

Happy New Year and Best Wishes to all  
 Plastic Safety Systems customers and  
 friends. We look forward to  
 working with you in 2001!

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Visit PSS at these  
 upcoming industry  
 trade shows



National Asphalt Pavement  
 Association  
 February 4-7, 2001  
 Wyndham Palace Resort & Spa  
 Orlando, FL  
**Booth # 202**



American Traffic Safety  
 Services Association  
 February 18-20, 2001  
 Broward County Conv. Center  
 Ft. Lauderdale, FL  
 Plastic Safety Systems, Inc.  
**Booth #1211**

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