



**Plastic Safety
Systems, Inc.**

Introducing...

Lifeguard II®

Redefining the standard in Channelizer Drums... Again!

Plastic Safety Systems, Inc.
2444 Baldwin Road
Cleveland, OH 44104
800.662.6338 / 216.231.8590
fax: 216.231.2702
plasticsafety.com

Patented Tire Collar for
External Ballast!

U.S. Patent No. 5,234,280 &
Canadian Patent No. 2,083,918



NEW! Molded Rubber Base
for Internal Ballast!



**SEE THE ENTIRE PSS
PRODUCT LINE AT ATSSA'S
2003 TRAFFIC EXPO
BOOTH #807**

TWO BALLASTING METHODS AVAILABLE!

- Utilizes an internal snap-on molded rubber base
or the PSS Patented external tire collar.



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Welcome to...

Winter 2003 - Volume 5, #3
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THE PSS EDGE

A NEWSLETTER FOR CUSTOMERS AND FRIENDS OF PLASTIC SAFETY SYSTEMS, INC.

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The children were nestled all snug in their beds...

We all join in wishing you a wonderful Holiday season and a New Year filled with happiness and prosperity

The Cowan Family

Paul Karen
ANDREW SPECE

PSS Celebrates 20 Years in Safety!

HOW IT ALL BEGAN...

Founder David A. Cowan started PSS in the early 1980s as a subsidiary of Electro-General Plastics Corp., a company with roots dating back to 1962. Electro-General custom manufactured both light-gauge and heavy-gauge vacuum-formed plastic products. Then in the late 1970s, one of its researchers designed a temporary traffic light. The idea was ahead of its time, but it led to the company's entry into the traffic control industry.

Electro-General then designed its own one-piece orange construction barrel, a relatively new invention at the time that was quickly replacing dangerous steel drums. The company took a few hundred prototypes of its barrel to a construction contractor. The contractor tested the barrels in a storm and they held up beautifully. In fact, the barrels were such a hit that Electro-General decided to form a separate company devoted solely to the product. An employee from the contractor that tested the barrels was hired, and PSS began as a one-product, one-person company in September 1982.

The late 1980s saw a change in the safety standards set by the Federal Highway Administration. The rectangular barrel sold by PSS would not meet revised specifications. The company responded by designing a round barrel that not only fit the new dimension requirements, but also featured a base made out of recycled truck tire sidewalls, eliminating the need for sandbags. Construction companies could save significant amounts of money and hassle with the new barrel, and motorists would be safer in work zones with barrels that didn't move or slip. PSS patented the new barrel, called the Lifeguard, in 1991. It was the first sandless barrel on the market and the archetype for the modern barrels being used today.

Panel-Lite now approved for use in New Mexico & Texas:

New Mexico is the latest state to approve the PSS Panel-Lite as a substitute for a type-C light attachment. Panel-Lite features a highly reflective surface that can easily mount to most channelizers with common hardware. NCHRP-350 APPROVED. Call Mike Heltzel, PSS Customer Service Manager at 800.662.6338 for more details!



ARTBA Celebrates 100th Anniversary

Bruce Owens, Vice President of Sales, joined America's Transportation Leaders as the American Road & Transportation Builders Association celebrated its' 100th Anniversary Gala Reception & Dinner in Washington, D.C. on June 25, 2002. This historic event featured keynote speaker, The Honorable Rudy Giuliani and the Master of Ceremonies, Williard Scott of the "Today Show." The former President, Dwight D. Eisenhower was honored as the "Transportation Person of the 20th Century." All proceeds from the event benefited the ARTBA-TDF "Highway Worker Memorial Scholarship Program," which helps the children of workers killed or permanently disabled in the line of duty pursue higher education.



Bruce Owens meets with the Honorable Rudy Giuliani



Kent Langworthy

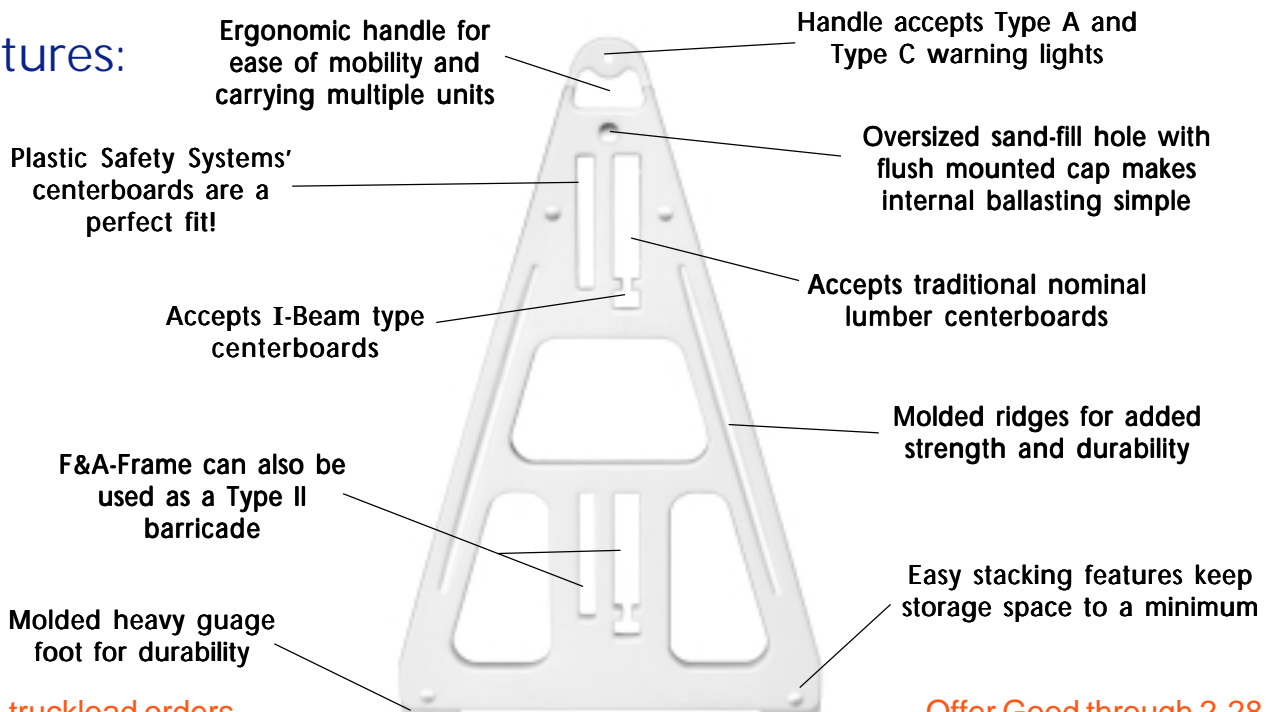
Kent Langworthy Joins PSS as Sales Representative in Southeast

Plastic Safety Systems is pleased to announce that Kent Langworthy is now representing the PSS product line in the states of Alabama, Florida (panhandle from Tallahassee West), Georgia, and Mississippi. Kent Langworthy, a graduate of the University of South Florida and Owner of EKL Marketing, has over 30 years of sales experience. Since establishing EKL Marketing eight years ago in the Atlanta area, he has become well known for the friendly and professional manner in which he services the traffic control industry. Kent also has quite a unique and interesting history. For example, did you know that he served our country as a Navy F4 Phantom pilot? When it's time to relax, he and his wife Paula enjoy hiking in the beautiful mountains of Northern Georgia. Please join us in welcoming Kent Langworthy to the PSS Sales Team!

Product Spotlight: F&A-Frame™ Barricade Special Offer!

\$13 each*

Features:



* Less than truckload orders - F.O.B. Cleveland, Ohio

Offer Good through 2-28-2003
NCHRP-350 Approved



Diallo McDaniel

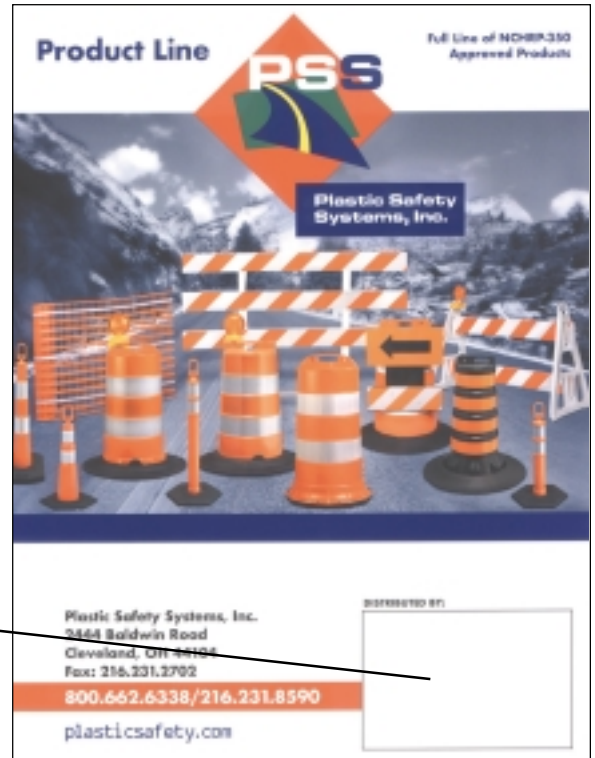
Employee Spotlight:

Diallo McDaniel is an excellent long term employee of PSS. In his eight years at PSS, he has done everything from taping Lifeguard drums and Navigators to manufacturing PST-III barricades and Nite Lite fencing. Diallo says his favorite thing about PSS is the fun people he works around. His favorite pastimes include watching and participating in all kinds of sports - bowling, shooting pool & playing basketball just to name a few!

New PSS Product Line Brochure Available:

Are you looking for new cost effective ways to promote the product lines you carry? PSS has developed a literature brochure containing the entire PSS product offering for our distributors to use as a marketing tool.

This brief yet informative brochure is available absolutely free of charge to our distributors by simply calling Jim Kovacs, Customer Service Representative, at 800-662-6338. This marketing tool even contains a space on the front cover enabling you to customize this piece with your company name and contact information as demonstrated below:



DISTRIBUTED BY:

COMPANY NAME HERE
1234 Traffic Control Lane
Safety City, USA

Call us toll free at 800.123.4567

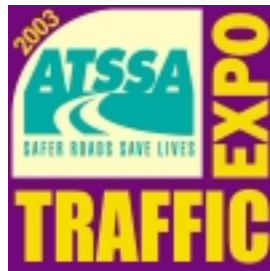
www.pssdistributor.com

Presenting the Roadway Safety Industry's Most Important Event of the Year...

ATSSA's 33rd Annual Convention and Traffic Expo!

Convention: January 31 - February 4, 2003

Traffic Expo: February 2 - 4, 2003



Join PSS at BOOTH #807
See what all the excitement is about!