



Welcome to

# THE PSS EDGE

Winter 2004 - Volume 6, #1  
Copyright ©2004

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

## IN THIS ISSUE

Holiday Message from the Cowans .....1

NCHRP-350 Approval Letters .....1

New Product Highlights:  
Anchor & MVP .....2

New PSS Sales Representatives:  
Tim Cox and Joe Riehl .....3

PSS Highlights .....3

Lifeguard II Feature Article .....4

Employee Spotlight:  
Teresa Mikalowski .....4



**Holiday Tip #19:** to make a 10' tree fit in your 8' living room, all sawing should be done to the **tree**.

*Happy Holidays from the Cowans*

Look for PSS at  
**ATSSA Booth #101**  
**in San Antonio!**



"On the Roadway for Safety"

Now you can have roadside safety with PSS!

Plastic Safety Systems, Inc.

Full line of NCHRP-350 Approved Products!

800.643.4238

ATSSA Member Since 1982

www.plasticsafety.com

Plastic Safety Systems, Inc.  
2333 Bellvue Rd.  
Clarendon, OR 97110  
Phone: 214.231.8990  
Fax: 214.231.3762

## Plastic Safety Systems Receives Several New NCHRP-350 Approval Letters from FHWA!

### NCHRP 350 Approval #WZ-152:

- **Anchor** - Type-III barricade with 8' boards, ballasted with 45 lbs of sand per side.

### NCHRP 350 Approval #WZ-166 covers the following PSS devices:

- **MVP** - Vertical panel barricade with or without warning light attached, utilizing 45 lb. rubber base, and panel sizes 12" x 36" or smaller.
- **Anchor** - Type-III barricade with 10' & 12' centerboards (As long as up-rights are a Maximum of 24" from end of centerboards).
- **Anchor** - Type-III barricade with 6' centerboards and 7' plastic up-rights.
- **Anchor** - Type-III barricade with 1-3/4" perforated square steel tubing (PSST) "Telspar" up-rights with 12' / 10' / 8' centerboards (As long as up-rights are a Maximum of 24" from end of centerboards).

# New Product Highlights

## **ANCHOR™** **TYPE III BARRICADE SYSTEM**

Plastic Safety Systems, Inc. is pleased to announce a new model to our popular ANCHOR™ barricade product line.



The new ANCHOR™ barricade model accepts 1-3/4" perforated square steel tubing (PSST) uprights. It is made of U.V. stabilized polyethylene and features an oversized fill hole for quick and easy internal ballasting with either sand or water. Each unit also contains an ergonomic handle molded in for easy set-up and take-down.



### **FEATURES:**

#### **Innovative blow molded base design -**

Allows for both strength and flexibility in a cost effective barricade system.

#### **Simple assembly -**

PSS Plastic or metal uprights fit into the Anchor base for easy set-up and take-down.

#### **Sand/Water fillable -**

Anchor base holds up to 45 lbs. of sand per side, or 35 lbs. of water per side.

#### **Protect your investment -**

Flush mounting hardware for attaching center boards helps protect sheeting while providing added theft deterrence.

**Versatile -** Available in complete Type III barricade kits or individual components.



**NCHRP-350 Approval #WZ-152 and #WZ-166**

Patent pending

## **MVP™** **VERTICAL PANEL BARRICADE**

Plastic Safety Systems, Inc. presents our new MVP™ Vertical Panel Barricades. Stackable with warning light attached, worker convenient with user-friendly handles molded in for easy set-ups and take-downs, and easier carrying.



**NCHRP-350 Approval #WZ-166**

### **FEATURES:**

- Break-away design
- Meets all applicable MUTCD specifications
- Various panel sizes available, up to 12" x 36"
- Molded foot step for easy panel installation into rubber base
- Recessed panel to protect panel sheeting
- Molded hole for mounting signal
- U.V. stabilized for longer life
- Made of a flexible and impact resistant polyethylene

# New Sales Reps



## JOE RIEHL

Traffic Control is a dynamic industry – Each season, new products and regulations are introduced in an attempt to make the roadway safer for workers and for the motoring public. With the work that Joe Riehl does, PSS would like to think he's just one more link in helping to make the work zone a safer place.

Joe has been involved in the traffic safety industry since September of 1992. Having traveled the US and Canada representing lines of reflective products, the thing he enjoys most about sales, is the opportunity to become a problem solver for his clients. Joe strives to be a source of information for his customers, by keeping himself abreast of new legislation and new industry trends that may affect the people that he is doing business with. Joe's territory includes Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah and Washington.

Graduated from the University of San Francisco in 1981, with a Bachelors of Science degree in Economics and a minor in Business Marketing, Joe is currently a board member of the Flasher Barricade Association (FBA) and a member of the American Public Works Association (APWA).

Born and raised in Sacramento, California, Joe still resides there with his wife of 20 years, Suzy, and their three daughters, Hilary, Amy and Molly. And in his free time, Joe enjoys playing golf and tennis.



## TIM COX

Tim Cox has been involved in the traffic control industry, starting with Cataphote sales from 1979 to 1994. From 1994 to 1999, Tim handled export and government related sales, becoming Sales Manager from 1999 to 2001. Working with customers and

helping them solve their problems, is one of Tim's main objectives in this business. Seeing the results of everyone's hard work and efforts in safer roads, is definitely a close second.

Some of the professional organizations Tim belongs to include ATSSA, since 1987; ARTBA, since 1994; ITE, since 1983; and NCUTCD, since 1993. With a 24 year history in the industry, Tim's associations have a wide span of involvement and commitment.

Tim's territory includes Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, New Mexico, North Dakota, South Dakota, Wisconsin and Wyoming.

When not working, Tim volunteers his time for Special Olympics. He also enjoys golfing, traveling and fine dining. Tim will tell you himself, that getting involved in organizations such as Special Olympics and ATSSA, returns more than one's involvement. So every chance you have, get yourself involved.

## PSS HIGHLIGHTS

- The American Traffic Safety Services Association (ATSSA) has elected Bruce Owens, Vice President for Plastic Safety Systems (PSS), to their Board of Directors. Bruce will be representing the Manufacturers and Suppliers Division.
- The American Road & Transportation Builders Association (ARTBA) has appointed Tim Cox, Regional Sales Manager for PSS, to serve as the Associate Member of the National Committee on Uniform Traffic Control Devices (NCUTCD).
- Bruce Owens and Tim Cox have both been elected to serve on the American Traffic Safety Services Foundation (ATSSF) Board of Directors. The mission of the ATSS Foundation is to promote and enhance the traffic safety industry through educational giving programs.
- Bruce Owens and Bryan Grabowski (Marketing Manager) attended the 2003 Washington Legislative Leadership Conference at the nation's capitol. Visits such as this by industry members help to ensure that the progress that we have made to increase roadway safety and government funding is maintained.

**Feature glance at the NEW Plastic Safety Systems Lifeguard II® channelizer drum. Design by PSS engineers Chuck Mettler, Greg Brown and the Plastic Safety Systems team...** - A feature article by Greg H. Brown



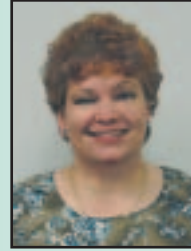
## WHY A NEW CHANNELIZER DRUM?

Provide the Best Traffic Control Products in the World and Maintain our Customers for Life! These words are not just our mission statement but the drive to help solve our customers needs and problems in tandem with developing the best and safest products for our industry. Years of research and testing in combination with today's state of the art molding technology takes the best attributes of our time-tested and proven original Lifeguard channelizer drum to the next level!

## WHAT'S NEW ABOUT LG-2?

**Durability!...**The complete body of the Lifeguard II (LG-2) drum is designed with smooth transitional profiles to give maximum impact flexibility. We have engineered a spherical domed top with an intermittent stacking ring, which aids the drum in withstanding stronger impacts and improves overall molded consistency. The intermittent stacking ring also helps to protect the expensive reflective sheeting and act as a rotational index for auxiliary components like the PSS LifeVest. We have also changed the way internal ballasts install, incorporating molded finger profiles spaced between our tire ring design. Unlike other OEM hole-cut snap down designs that eventually grind off and need repair or disposal, our molded fingers are raised off the ground and are practically indestructible.

**Function!...**Now with the ability to use both internal rubber & plastic bases as well as our patented tire ring design LG-2 can now do it all. This means LG-2 not only custom fits our patented tire ring design but now adds internal rubber ballasting for 25-lb, 40-lb and our custom plastic sand bag base as well as can be used on other manufacturers internal rubber ballasts.



## EMPLOYEE SPOTLIGHT TERESA MIKALOUSKI

Native Clevelander, Teresa Mikalouski, has been the Office Manager at PSS since 2000. Teresa's favorite part of the job, is interacting with customers, suppliers and co-workers.

Some of her main duties include among other things, accounts receivable and accounts payables, and managing office functions, which include supplies, equipment and filing systems.

In her spare time she enjoys working out at the gym, going to movies (her all-time favorite is "Face-Off"), and reading books. Although Teresa has lived in the greater Cleveland area all of her life, she always looks forward to going on a cruise ship for her vacations.

Welcome to the Winter 2004 PSS EDGE Newsletter

Volume 6, # 1



2444 Baldwin Road  
Cleveland, OH 44104  
800.662.6338 / 216.231.8590  
Fax: 216.231.2702

Plastic Safety Systems, Inc.  
[plasticsafety.com](http://plasticsafety.com)

PRESORTED  
STANDARD  
U.S. POSTAGE  
PAID  
CLEVELAND, OH  
Permit No. 3698