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## THE SHOW MUST GO ON...by Mike Grey

Did you go to the latest Trade Show? You know, the last one in another city somewhere in the country. It seems that there are so many these days.

I get invited to go to them all but I keep asking why. Is there really anything new or different from the last one.

It would seem logical that in these economic times, the shows would coordinate and do 1 event a year on each coast. That would sure save money, time and a lot of effort.

I just finished exhibiting at one of these shows and when it was all said and done I asked my self what did it accomplish. I did pick up a few new leads and got to see some friendly colleagues but the planning and efforts sure didn't seem worth it. Not to mention the price of a hot dog and soda. I gasped when I got the bill for that. I thought, I am going to have to make a \$500 sale just to cover the expense of my gourmet feast.

Don't get me wrong. I think the shows are a good thing. I just wish there weren't so many. The schedule for next year is out

and it will be interesting in that some shows are just days apart in the same general location meaning within 30 miles of each other. That doesn't make sense to me but then again I have only been working these shows since the mid eighties.

The one enticing part of all these shows is that they are in different parts of the country and if you have the chance to be able to explore around these areas it could be fun. I, myself usually do not have that luxury. It is back to the grind the very next day putting things away and following up on leads.

So in the end the shows are a necessary part of our industry. It is something to look forward to and I hope I get a chance to see all of my friends and colleagues for many more years to come. See you in the aisles!

**What's Happening?**

September 16  
**Sun Apparel Supply Launch**  
Louisville, Ky

October 23-25  
**SGIA Trade Show**  
Orlando, FI

November 7  
**Sun Apparel Hawaii Open House**  
Aiea, HI

QUOTE OF THE MONTH  
 "I haven't been everywhere  
 but it's on my list"

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## September Special: All M&R standard parts are 5% off list

**Tech Tip:** Emulsion coaters can get damaged easily. Run your finger down the coating edge and see if it is smooth or has nicks or bumps. If it does it might be repairable. Take a piece of emery cloth and run it the entire length of the coating edge several times until smooth. If this does not work then it is time for a new coater. They are inexpensive and are essential in a properly coated screen.

**Announcement**

Pony up. This month our sister company Sun Apparel, is launching their new Ink and Screen Print supply program in Louisville, Ky. The project will begin on September 16, 2013. They will carry Rutland Plastisol and Water based inks, Chromaline and Ulano Emulsions, Sprayway Aerosol products and many more items.

In cooperation with SPR, we feel they will do a great job in servicing this location. We wish them all the best and support them in their efforts. You can reach them at (502)882-5100