

FOR IMMEDIATE RELEASE

BLAIR COMPANIES TAPPED FOR GLOBAL EXPERTISE

CHICAGO, IL and ALTOONA, PA – October 11, 2010 – Blair Companies, a leading provider of image solutions, spoke last week to a capacity crowd of Chicago business executives on their global experience. The event, one of a series of conferences sponsored by DHL Global and INC. Magazine, explored a variety of global business topics in a panel format. Blair was recently recognized by INC. Magazine as one of the fastest growing companies in the US over the past three years.

Joining Blair President & CEO Philip Devorris on the panel was Beatriz Manetta, founder of Argent Associates, a \$113m global telecom supply-chain management company, and Bob Schumacher, Managing Director of User Centric, Inc., a user experience consultancy that helps companies tailor their products for global markets.

Devorris explained several strategies that were key to the growth of Blair's global business. "Our first global efforts were procurement projects in China and Korea, followed by IT services from the Philippines. We found it easier to start as a buyer, rather than a seller. Once our presence was established, selling overseas was an easier step."

Blair manages projects directly in North, Central and South America, and relies on their joint venture partners, ProLicht and Albert Smith, to manage Europe, Africa, Australia, and Asia. "We worked together on BP's 34,000 site global re-image back in 2002, then formed a joint venture in 2006 to manage other global re-image projects. They've been great partners; we've all learned a lot and we're working on a host of global projects for large banks, automotive, pharmaceutical and industrial firms."

Devorris fielded the final question of the night, when an executive from the audience asked why all three panelists had spent so much time talking about Asia. "When will India and their 1.2 billion population become a focus? What country do you see as the most important place to do business in the future?" Devorris responded, "Regarding China, our group still finds them much easier to do business with than India. Their government has embraced capitalism and created a relatively organized approach to support sustained growth through infrastructure investment. We've not seen this level of organization or commitment in India yet. Irrespective of that, I see being Global as more important than any specific country. As a company, being global makes us platform independent."

Blair Companies was named last month to the prestigious Inc. 5000 list, a compendium of the most entrepreneurial and fastest growing companies in America.

About Blair Companies:

Blair Companies Image group is a full service image solutions company that provides innovative project management, design, engineering, manufacturing, installation, and maintenance solutions. Blair products and services include architectural imaging (building facades), signage, interior fixtures and millwork, lighting and logistics. Blair works in close partnership with its clients to provide the right customized solutions that add real economic value and reduce cost. Blair operates throughout North, Central and South America, and through their two Global Signware Alliance partners, manages image programs worldwide. The marriage of strong image program management with global expertise enables Blair to offer its clients a total integrated solution.

Blair Companies Image group is part of the Blair family of businesses. Established in 1959, Blair is headquartered in Altoona, PA, with offices in Philadelphia, Knoxville, Greeneville, Chicago, Tampa, Gillette, Dallas, San Francisco and Los Angeles. Blair's Image, Development and Venture groups consist of twenty-one businesses spanning a wide range of industries that collectively employ over 1700 associates with revenue in excess of \$400 million. For additional information, visit www.blaircompanies.com.

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