

PRODUCT SPOTLIGHT

Ecolab Cleaning Caddy

How important are clean restrooms to your business? If customer satisfaction is a top priority, then the answer is simply "very important." The overall quality of your business can be judged by the cleanliness of your restrooms, yet the task of cleaning the restrooms is one that very few employees enjoy. You can improve the restroom cleaning experience for your employees and simultaneously increase customer satisfaction with Ecolab's Cleaning Caddy.

This compact unit has a footprint similar to that of a traditional mop-and-bucket system, yet this touch-free system will clean your restrooms in half the time: Savings on labor costs = Savings to your bottom line.

Its smart design and easy-to-use control panel results in a consistent cleaning process, including daily disinfecting, leaving your restrooms clean and odor-free, much to the satisfaction of your patrons.

The Cleaning Caddy comes equipped with either a wet vacuum or a storage shelf. Regardless of which option you choose, each unit contains a professional window squeegee, hand caddy, doorstops, dual surface deck brush, and charger.



Ecolab Cleaning Caddy shown here with on board Wet Vac.

SAVE TIME & ORDER ONLINE

In January 2012, Acme converted to a new online ordering system to further enhance our offerings to you! In addition to the **24 hours a day/7 days a week** access, the new system includes:

- Product photos of each item
- Personalized shopping lists that you can create & maintain
- Account set up in either English or Spanish
- Order Guides that can be exported to an Excel spread sheet or printed to your local printer

Current customers - Your login and password remains the same. New to online ordering? Simply call Acme at **800-462-5812** to get your account set up today!



Solo – Creative Carryouts

With a full line of hot and cold cups in the marketplace, Solo Cup has tremendously expanded their container line with a new premium line of containers. Creative Carryouts are designed to meet a variety of needs and demands of the meals-to-go market segment. Whether you want to improve your carryout program at your restaurant or stack prepackaged salads or sandwiches at a supermarket deli, Creative Carryouts containers are durable yet trendy enough to support and enhance your food presentation.

Creative Carryouts are available in a variety of shapes and colors to fit a variety of applications. Preserve the integrity of your food and keep what you serve fresher, longer. Your customers will come back for more!



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The Acme Paper REPORT

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ACME CELEBRATES 65TH ANNIVERSARY



2011 gave Acme Paper and Supply Company many reasons to celebrate. The company reached its 65th milestone, shining a well-deserved spotlight on a company that Edward and Mildred Attman humbly began operating in 1946 out of a garage in downtown Baltimore, Maryland.

Acme Paper withstood over six decades of industry changes as well as some of the most harsh economic conditions our country has seen, causing many large companies to close its doors. Yet, 65 years and 5 divisions later, Acme Paper remains a strong, 3rd generation, family-owned company that continues to provide its customers with excellent customer service throughout the mid-Atlantic region.

Two other noteworthy achievements that took place in 2011:

Steven Attman Receives Circle of Excellence Award

Baltimore SmartCEO, a regional publication specifically designed to deliver innovative ideas, guiding advice and forward-thinking insight about the daily challenges of running a

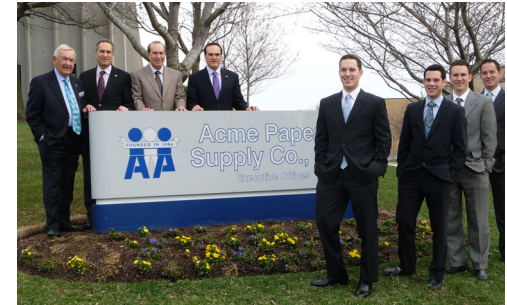
"growing company," named Vice President of Acme Paper, Steven Attman, a recipient of its Circle of Excellence Award.

Craig Burriss, publisher at *SmartCEO* magazine stated, "Circle of Excellence winners are not only selected and celebrated for their significant business accomplishments but for demonstrating the ability to successfully identify and hone their competitive advantage in the marketplace. Through their leadership and vision, the Circle of Excellence winners have found ways to uniquely benefit their businesses and their communities. *SmartCEO* is honored to recognize Steven Attman as one of Greater Baltimore's standout leaders." Steven won in the Family Business category.

Ron Attman Honored by Network Services

Network Services, the leading distributor group for paper, plastic, maintenance supplies, packaging and related products in North America, has honored Vice President of Acme Paper, Ron Attman, with the **Network Meritorious Award**. This award is given in honor of outstanding individuals whose exemplary leadership is a source of constant inspiration to Network's membership. Recipients are recognized with this award for their contribution to Network Associates, Inc.

(Story Continued Inside)...



"We wish to extend a warm and heartfelt thank you to all of our loyal customers and suppliers for your support over the years."
–The Attmans

Acme Paper is a full service distributor of foodservice packaging, janitorial supplies and equipment, restaurant equipment and smallwares, retail packaging, and industrial packaging. We also stock the largest inventory of green certified packaging and cleaning supplies in the mid-Atlantic.



Steven Attman Receives Circle of Excellence Award

ACME'S GREEN INITIATIVE

SCA Tissue – Xpressnap Café

Unobstructed countertop space is a prized commodity in foodservice establishments with small footprints. With the Tork Xpressnap Café, you can clear more space for your customers to enjoy their dining experience without compromising on quality.

This space-saving, high-napkin-capacity dispenser offers you the same one-napkin-at-a-time dispensing benefit made famous by the original Xpressnap, maintaining the 25% reduction in consumption guarantee. Xpressnap Café is perfect for small tables and countertops where space is limited.

Advertise your daily specials by creating custom messages that can be displayed in the Ad-a-Glance message area on the dispenser. Thinking about going green? With nearly all of its products made from recycled content and all facilities Process Chlorine Free, it comes as no surprise that SCA's Xpressnap Café white and natural napkins are 100% recycled and third party certified.

Preserve the character of your café or neighborhood coffee shop while improving your bottom line with XpressNap Café.



Xpressnap Café dispensers available in red, green, black, and granite.



Customize your ADX dispenser with your company logo.

Gojo ADX dispensers

From the creators of Purell Hand Sanitizer comes the new ADX soap and sanitizer dispensing system.

Designed to promote health and hygiene as well as environmental sustainability, this new manual foam soap and hand sanitizer dispensing system from GOJO is available in either the high capacity ADX-12 or the ADX-7 which is more suitable for smaller spaces. The large sight windows and clear, sanitary-sealed refill bottles allow you to easily see when you're almost out of product. Choose your refills from a variety of EcoLogo certified formulations, packaged in recyclable material.

These dispensers are easy to install, easy to maintain, customizable, and have a performance that is backed by a "bumper to bumper" Lifetime Performance Guarantee.

Aluf Plastics

Aluf Plastics, a nationwide leader in trash can liners, custom bags and film, has expanded their product line to include a liner to fit narrow trash receptacles. The 3-ply "slim jim" measures 29 x 45 and contains the patented leak-proof, star-sealed bottom. It joins the line of Aluf's LEED compliant can liners containing at least 80% recycled content, of which 10% is post-consumer waste. Using these liners helps to keep surfaces cleaner as they are treated with Microban, which inhibits the growth of odor-causing bacteria on the inside and outside surfaces of the bag.



Obtain points towards your LEED certification.

INDUSTRY FOCUS: HEALTHCARE

"Approximately 99,000 deaths result from HAIs annually" – Centers for Disease Control

Hospital-acquired or healthcare-associated infections (HAI) are defined as infections that a patient acquires while being treated in healthcare settings such as hospitals, nursing homes, and outpatient centers. According to the Centers for Disease Control (CDC), there are an estimated 1.7 million hospital-acquired infections (HAI) each year which result in approximately 99,000 deaths. A recent study in *Emerging Infectious Diseases* found that HAIs are the sixth leading cause of death nationally, costing the healthcare industry approximately \$36 billion annually.

To address this widespread phenomenon, Acme Paper, in conjunction with Network Services, has implemented the **Healthy**

Measures Program as an integral part of Acme's total cleaning solution. The **Healthy Measures Program** combines the best practices in surface sanitation and hand hygiene procedures with products from market leading suppliers to reduce HAI incidents in the healthcare setting. By conducting a series of interviews and performing site surveys with key decision makers in healthcare facilities, we can determine the best cleaning solution for that facility. For healthcare clients, this is essential to improving their Hospital Consumer Assessment of Healthcare Providers and Systems survey (HCAHPS) scores. This survey has been standardized across the industry and rates the facility on eight key topics: communication with doctors, communication

with nurses, responsiveness of hospital staff, pain management, communication about medicines, discharge information, **cleanliness of the hospital environment, and quietness of the hospital environment.**

The ultimate goal of utilizing the **Healthy Measures Program** is to maintain a healthy environment by decreasing HAIs. Patient outcomes as well as business outcomes will improve.



ACME CELEBRATES

...(Story Continued from Cover)

This is Network's most prestigious award and is given in recognition of lifetime achievement in supporting Network Services Company by demonstrating outstanding leadership and contributions to the success of the Network organization. Network CEO Bob Mitchum stated, "Ron's dedication, leadership, and contributions to the Network organization are a source of inspiration to the Network membership. I want to personally thank him for all of his support and contributions to Network."

Over the years, Ron has served in various roles

within Network Services. His accomplishments include:

- Secretary of NAI Board
- Vice Chairman of NAI Board
- Chairman of NAI Board
- NAI Board of Directors
- Chairman of Nominating Committee
- Operations & Technology committee member
- NP&P Advisory committee member
- Purchase Review committee member
- Sales & Marketing committee member
- Standards & Arbitration committee member
- Audit Committee member



From left: Network President Walt Dethlefsen, Acme Vice President Ron Attman, Network CEO Robert Mitchum.

Acme Paper has been a member of Network Services since 1990. Member companies, located strategically throughout the United States, have combined purchases totaling \$7 billion. Membership in this organization has further enhanced Acme Paper's ability to service regional and national accounts while greatly adding to Acme's purchasing strength on behalf of our clients.

ACME IN THE NEWS

HEALTHY MEASURES IN ACTION

Acme Paper & Supply Company took an integral role in helping Baltimore based Franklin Square Hospital expand its already existing "Be Square, Be Green" program with the addition of the Patient Care Tower.

Working with Franklin Square, Acme Paper utilized the **Healthy Measures Program** which is designed to create a healthier environment through comprehensive surface sanitation and hand hygiene procedures, and put systems in place to enhance sustainability and reduce paper usage in the new Patient Tower. This not only saves money for the hospital, but helps to reduce infection rates, including hospital-acquired infections (HAI).

The Patient Care Tower includes all private rooms and houses the Emergency Department and Todd Heap Family Pediatric Center.