

Six Divisions, Continued from page 3

customer showroom to add to its growth in small wares.

Retail Packaging

Developing creative ways to help customers package their products has been the premise behind this division. Although Acme had been addressing the needs of the retail industry for many years, a major concentration began in 1999 with the purchase of KayBoys Complete. Under direction of Division Manager Myron Kreitzer, Acme began to place more emphasis on custom printed products and thus established retail packaging as a key growth component.

Over the years, the customer base for retail packaging has also changed. Today, Acme not only services national retail accounts in the clothing and electronics industries, but also has experienced tremendous growth in the food packaging market. Acme produces many different plastic shopping bags as well as innovative wraps and bags that can be found in its

online retail catalogue.

With an increasing trend in "Home Meal Replacement," Acme has responded by designing and producing a comprehensive box lunch program and other products to ensure the customer's food arrives home in the same condition it left the restaurant. According to Myron, "Acme is a leader in bringing a complete, coordinated design and concept to our customers packaging."



As you can see, during 60 years of growth and the development of six unique divisions, after starting with just six products and now handling more than 15,000 items, Acme has become more than paper ... much more. But more importantly, Acme has striven to become ever more important to our many valued customers as not only a supplier but a business friend. Our goal is to maintain this special relationship for many more anniversaries to come.

ACME PEOPLE

**DEBRA JETER-THOMAS
NAMED MARKETING
COMMUNICATIONS MANAGER**

Debra Jeter-Thomas has been named marketing communications manager for Acme Paper & Supply.

Debra will direct the creation of written and electronic marketing materials for the company as well as work with the national and international suppliers who are members of Acme's Marketing Alliance Program.



She was previously marketing specialist with Amerigroup Corporation for the Mid-Atlantic region. She also has served as commercial sales representative for Imagistic International based in New Jersey and prior to that as product marketing manager for Pathnet Telecommunications in Virginia.

Debra has a masters degree in business administration from Pennsylvania State University and is a cum laude graduate of Virginia Tech, with a bachelor of science degree in marketing management.



**WIN 2 ORIOLES OR NATIONALS TICKETS
IN ACME'S 60TH ANNIVERSARY CONTEST**
JUST ANSWER THESE QUESTIONS TO ENTER DRAWING

(All answers can be found in this issue)

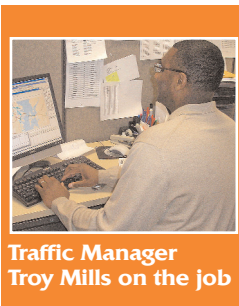
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| 1) How many products did Acme offer its first year? | 4) What Alpha Products-designed cup sold the most cups in one day at Oriole Park? |
| 2) What's the name of Acme's delivery tracking system? | 5) In what two cities are Acme's warehouses? |
| 3) Acme supplies the stadiums of what major league baseball teams? | 6) How many products does Acme offer today? |

Email your answers to djeter-thomas@acmepaper.com or fax to 410-792-8089 with your name, company name and phone number
by July 15, 2006, to be eligible

Note: Only entries with correct answers will be entered in drawing

ACME PROVIDES THE LATEST IN ON-LINE ORDERING
Visit www.AcmePaper.com

See many of the products we carry.
Full information on how to order on-line. Plus learn more about Acme.



Traffic Manager Troy Mills on the job

The software is fully operational at Acme's Savage, MD, and Richmond, VA, warehouses. The Savage, MD, warehouse alone handles the shipping and receiving of up to 20,000 cases a day and the warehouse



The **Acme Paper**
REPORT

Vol.9/No.1/2006

**ACME CELEBRATES
60TH ANNIVERSARY**

**Six Decades Marked by Growth into Six Divisions
Serving Local, Regional and National Accounts**

From its beginning in 1946 servicing the Food Service industry, Acme Paper & Supply Co. has grown dramatically. During the past six decades, Acme has created or acquired what are now six divisions to further its development and fulfill its commitment to customer satisfaction. Today, Acme services accounts from convenience stores to stadiums, from schools to hospitals, from individual shops to restaurant chains. Acme is a member of the largest association of wholesale distributors in North America (Network Associates) and of a nationwide network of supply and equipment dealers and manufacturers (SEFA), thereby enhancing Acme's ability to service regional and national accounts.

To accommodate the company's growth over 60 years, Acme has had to expand numerous times. Acme now operates out of a 3.5 million cubic foot warehouse facility in Savage, MD, and a 74,000 sq. ft. distribution center in Richmond, VA. As a result, Acme is recognized as one of the largest wholesale distributors in the Mid-Atlantic region. It is also one of the most technologically advanced, the most recent innovation being Roadnet MobileCast (see p.1).

Here is a brief historical account of our divisions to show how Acme has evolved into a company that delivers not only superior service and products, but also creative and cost-effective distribution solutions to help our customers improve their profitability.

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**ACME INSTALLS
INDUSTRY'S PREMIER
TRUCK ROUTING AND
TRACKING SYSTEM**

Acme is proud to announce the installation of *Roadnet MobileCast*, the industry's premier truck routing and tracking system.

According to Glenn Pollack, Director of Warehouse Operations, the MobileCast system will be a major component of Acme's extensive delivery structure, which operates throughout the

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The ACME Story

It was 1946, right after the war, and Edward Attman was looking for a business to go into. His mother suggested paper "because paper doesn't spoil." So Ed and his wife, Mildred, after their wedding on March 3, opened Acme Paper & Supply Company on April 1, 1946 – thereby creating this year a dual 60th wedding and business anniversary.

They began Acme Paper in a 1500 sq. ft. rented garage not far from the famed Attman deli Ed's parents operated on Baltimore's "Corned Beef Row." Because of the paper shortage following the war, Ed and Mildred carried only six products that first year. During the ensuing years, Acme grew dramatically and eventually expanded into six divisions handling 15,000 items out of warehouses in two states (see cover story).

The company's 200 employees service customers from Delaware and Pennsylvania to North Carolina, as well as national accounts. And maintaining its family participation, Acme now has two more generations of Attmans active on a daily basis – sons Ronald, Steven and David as vice presidents (Gary, an attorney, is also involved) and grandsons Scott, Andy and Keith, who joined the company after graduating college.

This unique combination of growth, diversity and a family-oriented attention to customer service has enabled Acme Paper & Supply to become, over the past 60 years, "much more than paper."



Three Generations of Attmans



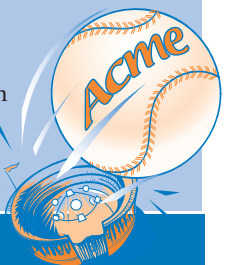
Acme Highlights

1946. Acme Paper & Supply Company, Inc., founded by Edward and Mildred Attman in a rented garage in Baltimore (shown left), begins providing food vendors with paper goods and supplies.

1969. After several moves, Acme relocates into a facility on Sharp & Barre Streets in the Inner Harbor.

1975. Acme begins supplying disposable containers for concession items at Orioles baseball games.

More Highlights on page 2



Acme...much more than paper

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1979. Acme builds new office-warehouse complex in Savage, MD to serve as headquarters.



1985. Newly introduced Acme Health Care Systems begins to supply hospitals throughout the Mid-Atlantic with patient-care and office products. Acme starts its Industrial Packaging Division which provides shipping

and packaging supplies.

1986. Acme founds Alpha Products, which designs and develops custom packaging. Acme also starts its Retail Packaging division.

1989. Acme opens its Janitorial/Maintenance division, which offers quality industrial and home-cleaning products and equipment, as well as a 5,000 square-foot

repair center. Receives Governor's Citation for its campaign to reduce drinking and driving on Maryland's roadways.

1990-91. By joining a network of 72 wholesale distributors, Acme can now provide paper products to clients throughout the country. Acme expands its services further south when it opens a 74,000 sq. ft. warehouse in Richmond, VA. Acme implements a

recycling program with the Baltimore Zoo which earns the company a Mayor's Citation and Business. Recognition award from the Greater Baltimore Committee.

1992. Expands its line of janitorial and housekeeping equipment when it launches Acme/Baer Division with its 5,000 square-foot repair shop in Jessup, MD. Alpha Products designs and patents an oversized concession

tray, which becomes a hit at sport stadiums and concert arenas throughout the country.

1993. To celebrate the All Star Game held at Oriole Park, Alpha Products designs a gold foil-embossed cup which sells out by the third inning.

1994. Supplies Woodstock '94 with paper products.

Acme Highlights More Highlights below

Six Divisions, Continued from page 1 Food Service Packaging

This is the division where it all began with Ed Attman distributing paper products in Baltimore. Over the years, as the industry changed and flourished, Acme answered the call by providing expertise and creative food packaging to meet the changing needs of our customers.

The late 1960's have been labeled the birth of modern packaging. Acme Paper made it possible for a growing customer base to take advantage of the features and benefits of the limitless array of

packaging sizes, shapes, and colors available. Acme's sales team works with customers to identify needs and offer solutions, with packaging designed for added value.

Today, our customers utilize and demand products manufactured in China, Germany, Japan, Mexico, South America and yes, even Maryland. If you have a product, we have the right package for it.

Industrial Packaging

Established in 1985, Acme's Industrial Packaging Division offers cost-effective shipping

solutions and innovative packaging. Led by Division Manager Gary Hankin, Acme has further defined its presence as an industrial packaging supplier by offering customers our expertise in bar coding, shrink wrapping, case erection and stretch wrapping.

This division is also able to recommend custom printed specialty tapes and corrugated cartons as well as a complete line of stretch wrap alternatives, allowing customers to get the exact type of stretch wrap and other packaging material that will work best to meet their needs. A

complete line of protective packaging solutions has been added to the industrial packaging product mix to help our customers reduce their case sizes, the cost of their shipments, and guarantee a safe arrival of their products.

Acme services a wide array of industrial accounts, from those that purchase a few cases of stretch wrap to accounts that purchase full truckloads.

Alpha Products Custom Designs

Since its inception in 1986, this division, headed by Alpha Products Vice President Jim Haire, has seen extensive growth in the development of customized packaging and promotional items, primarily in the sports and entertainment market. From Alpha's first Kids Home Plate Meal box to the Megaphone Popcorn Container, the division continues to deliver dynamic packaging solutions that excite and entice the end user to want more of the product, thus increasing sales. A strong complement to Acme's renowned distribution to the Food Service industry, the Alpha division delivers customized packaging to all types of food

service operations nationwide.

One of the most popular items Alpha has created is a custom printed souvenir cup complete with a reusable lid and straw – a true collector's item for sports fans. In fact, three major league baseball teams -- Orioles, Phillies and Nationals -- as well as the Triple-A Richmond Braves and several other minor league teams, feature attention-getting, fan-friendly products either supplied by Acme or designed by the Alpha Products division.

Having the ability to provide customized designs to meet specific needs is what gives Acme its competitive edge in the marketplace. Given the creativity within the Acme team, the product possibilities are endless.

Janitorial Equipment and Supply

In 1989, Acme established the Janitorial Equipment & Supply Division. Led by Division Manager Ron Schwartzman, this division now carries the industry leaders in national branded product lines. With its full service repair department, Acme also offers a preventative maintenance program, thus reducing equipment downtime and increasing productivity.

Today's customer cleaning workload forces changes to be made in upgrading and increasing worker productivity. Floor finishes such as Time Saver and Express and chemical management systems have become the focal point for end users to better control their liquid expenses. Such products meet customers' needs by reducing operating costs and decreasing the amount of time and labor needed to maintain the upkeep

of a facility.

Another major development in cleaning has been the rapid advance of environmentally responsible products. Acme is an ardent supporter of "Green Cleaning," a nationally driven program for safer, user friendly and environmentally preferred products. Working with Johnson Wax Professional and other national suppliers, Acme is meeting the needs of businesses with environmentally responsible products.

Restaurant Equipment & Supply

Acme further expanded its existing services to the Food Service industry in 1998 with the establishment of the Small Wares unit and, in 2000, the Major Equipment unit. In 2003 Herschel Pazornick was named Division Manager to bring these elements together. Utilizing SEFA's marketing tools, this division has experienced greater penetration into the consultant, general contractor, and project marketplace and seen an increase in major equipment projects. Acme has also established itself as a major supplier of commercial equipment.

One of the division's new product lines is Combi Cooking, one of the most innovative technologies in the industry today. Combi Cooking allows one to cook with dry heat, steam, or a combination of both in one unit, giving customers the flexibility to prepare an entire menu, thereby increasing productivity while maintaining quality.

Currently, this division is revamping its onsite



Continued on page 4

Supplier Spotlight

Enjoy the Summer with Solo/Sweetheart!

Don't leave your customers out in the heat with dishware for cold desserts and refreshments that crack or leak. Ask your Acme representative about our assorted line of Solo/Sweetheart durable dessert cups and banana boats. They are made with Polyethylene Terephthalate (PET) materials for superior stability and added protection.

Clear and shatter resistant, these dessert dishes, which come in a variety of sizes, will showcase your product while enhancing customer satisfaction. Moreover, their versatile design allows you to maintain portion control, thereby reducing operating costs and increasing profits. Available in 5 oz. and 8 oz. sizes, each Solo/Sweetheart dessert cup stacks perfectly for storage and comes with a securely fitting lid. The banana boats come in 8 oz. and self-lidding 13.7 oz. sizes.

Safe-T-Gard From Georgia Pacific

Door Tissue Dispenser and Trash Receptacle

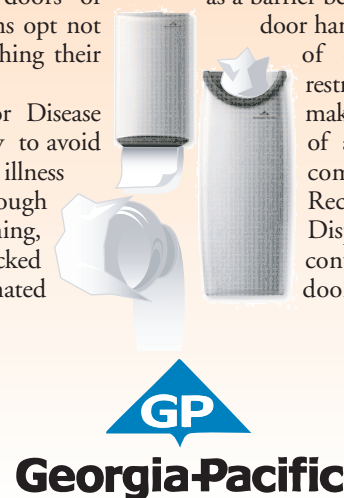
For many people, public restrooms can be an off-putting experience due, in part, to trash left on the floors. Even upscale facilities will have used paper towels left near doors of restrooms, simply because patrons opt not to touch door handles after washing their hands.

According to the Centers for Disease Control, the most important way to avoid hand-borne contamination and illness is to wash your hands. Through correct and frequent handwashing, people can wash away germs picked up from others or from contaminated surfaces. However, since an estimated one out of three people do not wash their hands before exiting restrooms, any efforts by others to maintain good hygiene are stymied once their hands touch the same

door handles.

Safe-T-Gard from Georgia Pacific helps to promote good hygiene and cleanliness by serving as a barrier between clean hands and restroom door handles. It also eliminates the mess of discarded paper towels near restroom doors. Its chic appearance makes it a great addition to the décor of any facility and is the perfect complement to the enMotion Recessed Automated Towel Dispenser. This combined system conveniently converts restroom doors into "touchless" exits, eliminating the need for trash receptacles by these doors.

To find out more about Safe-T-Gard, contact your Acme representative.



1995 – Alpha Products produces the "Iron Man Cup" to honor Cal Ripken, Jr., as he breaks Lou Gehrig's streak of 2,130 consecutive innings played. The cup holds the record for the most cups sold in one day at Baltimore's ballpark.



1996 – Develops personal sized pizza box for the Smithsonian as part of that institution's 150th anniversary celebration. Begins year-long celebration of its 50th Anniversary.
1998 – Acme joins SEFA giving Acme increased buying power in its growing line of small wares and equipment.

1999 – Acme acquires Kayboys Complete, adding the Retail Packaging Division
2001 – Acme completes expansion of warehouse, bringing its capacity to 3.5 million cubic feet
2003 – Network Associates names Acme



winner of its Operational Excellence Award, a bench marking program in which Network members compete for excellence in operational performance. Marketing Alliance Program is developed to assist suppliers with the sales and marketing of their products.

2004 – Acme wins Network Associates' "Agent of the Year" award, based on the team performance of a company in customer service, national account sales and national account development
2005 – Acme purchases assets of Kent H. Landsberg Co. – Richmond, VA division.

2005 – Acme supplies the new Washington Nationals; this marks the third major league baseball team serviced by Acme, joining the Orioles and Phillies.
2006 – Acme celebrates 60th Anniversary.



Acme Highlights