



The *Acme Paper* REPORT

SPRING 2007

ACME MAKING PLANS FOR NEW RICHMOND, VA DISTRIBUTION CENTER COMPANY'S GROWTH IN CENTRAL VA MARKET PROMOTES NEED FOR LARGER FACILITY

On April 1, 1946, Acme Paper & Supply Company began operating from a 1500 square foot garage in Baltimore, Maryland. On April 1, 2007, Acme Paper, one of the largest distributors of food service disposables, janitorial



2100 Jefferson Davis Hwy., Richmond, VA

equipment and restaurant equipment & supplies in the Mid-Atlantic, will open the doors of its new 90,000 square foot facility at 2100 Jefferson Davis Highway in Richmond, Virginia.

Acme first expanded its business to Richmond, Virginia in 1991 to better serve its growing customer base in Virginia and North Carolina, then adding a distribution center at 815 Perry Street to its main headquarters in Savage, Maryland. The move to a larger facility is necessary because of the tremendous

growth Acme has experienced in the Virginia market.

Acme Paper is comprised of six divisions: food service packaging, restaurant equipment &

supplies, janitorial equipment & supplies, retail packaging, industrial packaging, and alpha products. Each division is unique and is constantly growing and expanding product lines, positioning Acme Paper as a resource for all packaging and supply needs. However, being able to carry and distribute over 15,000 products is only a part of the success story. A company has to also be able to provide the high quality level of service that customers have come to expect and deserve.

This facility, having significantly more

RESTAURANT EQUIPMENT & SUPPLY DIVISION COMPLETES PROJECT IN NEW NATIONAL LANDMARK

Acme Paper is proud to have been the supplier and installer for the new kitchen at the National Museum of the Marine Corps in Quantico, VA, which opened its doors to the public in November 2006.

The National Museum of the Marine Corps is filled with magnificent artifacts that tell the historical accounts

of our nation; many will come to share in the experience.

But behind the scenes, museum patrons will also share in the dining experience made possible by

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square footage (90,000 sq. ft.) than the Perry Street location, has 15 loading bays which will allow for even more efficient warehouse

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COMMUNITY NEWS:

ACME CELEBRATES 60TH ANNIVERSARY BY GIVING BACK

Acme Paper, one of the largest suppliers of disposable goods, janitorial products and retail and industrial packaging in the Mid-Atlantic region, has been a huge supporter of community programs since its humble beginnings. Founded in 1946 by Edward and Mildred Attman, the company has grown from a staff of two employees in a 1500 square foot garage in downtown Baltimore to over 200 employees, six divisions, and a fleet of trucks operating from a major warehouse/ office complex in Savage, MD with a second distribution center in Richmond, VA. As part of Acme's anniversary celebration, recognition was given to those who have long supported Acme and made it possible to reach its 60th milestone.

Among the many organizations that received the support and commitment from Acme include Northwest Hospital Center, LifeBridge Health, WYPR Public Radio, Maryland Food Bank, Virginia C.U.R.E., Virginia Special Olympics, Health Care for the



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Acme...much more than paper

ACME PAPER INTRODUCES THE ACME ASSURED PROGRAM

Your business is booming! Customers are flowing in and out of your food service establishment like clockwork and a table rarely stays empty – especially on the weekends. Then it happens. Late one Friday afternoon, right at the start of what is one of your busiest weekends - one of your ice machines break down. In this situation, the manager of this establishment would normally become panicked. Getting a repairman to come out on that Friday afternoon to fix the ice machine would be difficult. But there's one reason this manager isn't worried at all – the owner purchased his restaurant equipment from Acme Paper with their new Acme Assured, warranty enhancement package.



Acme's partnership with the Assured Companies of Bethesda, MD, allows for complete customer satisfaction on purchased or leased* equipment through its customized extended service protection plan. This plan, designed by foodservice professionals, for foodservice professionals includes a 24/7/365 service capability supported by skilled and knowledgeable staff via their 1-(800) customer support hotline.

In a food service operation, when equipment fails, the business cannot properly function until the equipment is up and running again. Conventional equipment warranties are not available around the clock 7 days a week; in most cases if your equipment stops working over the weekend or after 3 pm, you cannot get service on that machine until the next business day – unless you are willing to pay for expensive and unnecessary overtime fees plus potential charges for parts. With Acme Assured, Acme customers will no longer have equipment problems that unnecessarily turn into a major dilemma because of poor customer service.

If your equipment breaks down, regardless of the time of day, or day of the week, a certified service repairman will be dispatched to fix or replace the equipment within the next meal period...not days - and with no additional charges at all to the restaurant. The end result: consistent service levels which lead to less equipment downtime, a fixed cost for annual repairs for easier budgeting, less revenue lost due to out-of-service equipment for improved cash flow, and most importantly peace of mind and happier customers.

Acme is now, not only your one-stop-shop for your business' supply needs, but also your one-stop-shop enhanced warranty program for repair and maintenance.

*Leasing Programs available through Acme Paper Restaurant E&S Division

NEW DISTRIBUTION CENTER

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operations and increased customer satisfaction.

Located at 2100 Jefferson Davis Highway, the new Acme building is easily accessible to major highways and thoroughfares.

"This market has been good for Acme Paper, says Acme Vice President, Ron Attman. We have always been committed to providing exceptional customer service and will be adding personnel to the Richmond team to fuel this expansion. This new facility will allow us to better support our clientele and maintain our position in the market as the leading regional distributor of paper and plastic packaging, janitorial supplies and restaurant equipment."

With over 200 employees servicing customers in Pennsylvania, Delaware, Maryland, the District of Columbia, Virginia, and North Carolina, along with national accounts, Acme looks forward to furthering its growth and position in the marketplace.

Supplier Spotlight...

Acme is proud to highlight some of our key suppliers and their latest products. For more information, visit the Featured Products section at www.acmepaper.com

New HandleWare containers from **HUHTAMAKI**. These transparent and stackable containers are perfect for deli and take out packaging needs. The unique built-in handle differentiates your take-out program from the competition and increases customer satisfaction! Less spills, efficient service, and easy to carry! Available in 8, 16, and 32 ounce sizes with a one-size-fits-all vented or non vented lid. Made from leak resistant and sturdy polypropylene, HandleWare is safe for both microwave and refrigerator usage.



KATY GROUP

Save time and money while transforming your dull, worn floor into a glossy and brightly polished floor with the Twister Diamond



Cleaning System from the Katy Group. This revolutionary cleaning system is ideal for bringing out the natural beauty of hard surface floors such as marble, terrazzo, and polished concrete without the use of waxes or sealers.

Twister™ pads can be mounted on all existing cleaning machinery: single discs, auto scrubbers and UHS burnishing machines. Simplify and streamline your daily maintenance practices and improve the attractiveness of your floor

surface with Twister™.

SABERT

Increase your revenue and profitability with new square bowls from Sabert's squared bowl line. Made from crack and crush resistant PET material, these bowls have secure fitting lids for ultimate leak resistance and added food protection. The crystal clear lids give you maximum visibility and allows for excellent food



presentation. You will maintain the same upscale appearance as with traditional round bowls, yet you will achieve more space saving efficiency and portion control. Available in a variety of sizes, the square bowls are packed in 20% smaller case size.

Homeless, and Stepping Out (against domestic abuse). The most recent recipient of Acme Paper's support, however, was made to the University of Maryland Marlene & Stewart Greenebaum Cancer Center, whose mission is to reduce cancer incidence, morbidity, and mortality through the translation of research into prevention, diagnosis and treatment¹.



Serving thousands of patients every year exemplifies this organization's commitment to making a difference and Acme is honored to be a part of that commitment. "Many of our clients do great work for the community. Showing our support for programs that benefit medical research, disadvantaged youth, the homeless, and families in need is at the core of Acme Paper's tradition of treating clients and those in the community as members

of our extended family and we will continue to show support for organizations that are committed to making the community a better place," says Acme Paper Vice President Ronald Attman.

¹Source: www.umgcc.org

ACME PEOPLE

KELLY MOURY



Kelly Moury has been named Manager of Customer Satisfaction for Acme Paper & Supply Co. where she will supervise the activities of the customer satisfaction departments in Savage, Maryland and Richmond, Virginia. In

addition, Kelly will be responsible for monitoring existing programs as well as implementing new programs to improve customer satisfaction.

Kelly comes to Acme with over 7 years in customer service management, specializing in improving work processes. Prior to joining Acme, she was Customer Service Manager for Savage-based Surface Technology Corporation and also served as Branch Manager for Carrollton Bank.

Kelly is excited to join Acme and looks forward to enhancing communication with other departments and incorporating new ideas into the CSM work processes to ensure that Acme's client base is completely satisfied.

JON GILDEN

Jon Gilden has been named Account Manager for Acme Paper & Supply Co., where he will be responsible for developing and maintaining key accounts in the Janitorial Equipment & Supply Division as well as building new relationships with clients throughout the Mid-Atlantic region.



Jon was previously East Coast Sales Representative for Kaufman Products where he managed numerous new accounts across a 15 state territory. Prior to that, he was Sales Representative for Computerized Management Systems, Inc. where he developed cost effective business solutions for his client base.

Jon comes to Acme with over 4 years of sales experience and holds a Bachelor's degree from Lynchburg College.

JOSEPH KERN

Acme Paper & Supply Co., Inc. has appointed Joseph Kern Regional Sales Manager for its Richmond, Virginia location, where he will manage a team of account managers in the Virginia and North Carolina territories.



Joe will be responsible for growing Acme Paper's business throughout Virginia as well as advancing the professional development of new and existing account managers.

Prior to joining Acme, Joe was District Manager and subsequently, Regional Manager for Johnson Diversey, a leading global provider of cleaning and hygiene solutions. Joe comes to Acme with over 20 years of professional sales management experience and holds a Bachelors degree from the University of Maryland.



SUPPLIERS CONT.

ALUF PLASTICS

Hexene bags provide substantially stronger tear and puncture strength at a fraction of the thickness of traditional repro bags. These remarkably rugged bags can withstand both sharp and heavy objects without causing zippering or straight line tears. An ideal can liner for industrial and janitorial applications, these bags are star sealed for a leak-proof bottom and are packed in handy white dispenser cartons. Bags available in clear or black.



New from Novelis Foil Products! A premier line of dual ovenable packaging: Tuxedo. The Tuxedo line is a versatile and heavy duty aluminum pan designed for both oven and



microwave applications. This pan is good up to 400 degrees in the oven and its rounded edges allow it to be placed in the microwave for cooking or reheating. Black on outside and gold on inside tuxedo is elegant in appearance and ready to handle your entire line of upscale ready-to-serve take out programs.

Marine's Museum cont.

Acme Paper's Restaurant Equipment & Supply Division.

Under the direction of General Manager Herschel Pazornick, this division successfully accomplished this project which supports the foodservice operations for the Mess Hall and Tun Tavern. These dining facilities are located on the second level of the building and can accommodate up to 150 guests with full breakfast and lunch menus in the cafeteria and 30 guests in the tavern.



A view of The Mess Hall at the National Museum of the Marine Corps

Acme is the supplier for many sports, government, and tourist facilities throughout the Mid-Atlantic and numerous country clubs across the country. A long time supplier of food service packaging and equipment to the Verizon Center, RFK Stadium, Pentagon, Mount Vernon, Smithsonian, and the United States Senate, Acme also serves as a consultant for improving existing facilities or the construction of new sites.

For more information contact
restaurantequipment@acmepaper.com

THE WINNER OF LAST ISSUE'S
ACME TRIVIA CONTEST IS
BILL WHEELER OF
VITEX PACKAGING IN SUFFOLK, VA.

From the Acme Repair Shop:

SWEEPING IN THE SPRING!
All rotary brooms and brushes at
15% off OEM prices.

Offer good until May 15, 2007

Contact the Acme Repair Shop for more information.
1-800-462-5812 ext. 1210

YOU COULD WIN 2 ORIOLES OR NATIONALS BASEBALL TICKETS

Answer the following questions. The winner will be drawn from correct entries.

1. What new program enables Acme clients to enhance their warranty on purchased or leased restaurant equipment?
2. What is the expiration date for Acme's "Sweeping in the Spring" promotion?
3. What new national landmark is highlighted in this issue?
4. When is Acme's new Richmond, VA facility scheduled to open its doors?

Send your answers, which can be found in this issue to:
djeter-thomas@acmepaper.com or fax to 410-792-8089
Deadline is May 15, 2007

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