



# The *Acme Paper* REPORT

SUMMER 2008

8229 SANDY COURT • SAVAGE, MD 20763 • 800-462-5812 • 2100 JEFFERSON DAVIS HIGHWAY • RICHMOND, VA 23224 • 804-233-8336

## Acme Paper & Supply Co., Inc. Founder, Edward Attman, Named 2008 Distinguished Entrepreneur by the University of Baltimore

### SAVAGE, MD

Each year, the University of Baltimore Merrick School of Business hosts the Distinguished Entrepreneur Awards to celebrate the achievements of individuals who have positively impacted both the Baltimore business landscape and its philanthropic community.

On May 1, 2008, Edward Attman, founder and President of Acme Paper & Supply Co., received the 2008 Distinguished Entrepreneur Award from the University of Baltimore for his commitment to entrepreneurship and business growth.

Acme Paper was founded in 1946 and operated from a rented 1500 square foot garage in Baltimore, Maryland. Over the years, Acme has shown tremendous growth. With a 150,000

square foot warehouse facility in Savage, Maryland and a 90,000 square foot distribution center in Richmond, Virginia, Acme carries and distributes over 15,000 products throughout the mid-Atlantic region.

According to Jim Kucher, Executive Director of the Entrepreneur Program, "Mr. Attman's business vision perfectly reflects the long standing tradition of entrepreneurship that exists at UB, and is a powerful inspiration for the emerging entrepreneurs we are training today. His founding and management of Acme Paper & Supply are a showcase for all manner of business, in that he has demonstrated a level of consistency, courage and innovation that is by now part of the fabric of the firm. Anyone starting or growing a company can learn from this example."



University of Baltimore President, Robert Bogomolny

## ACME IN THE NEWS

### ACME PAPER & SUPPLY CO., INC. PARTNERS WITH HOUSE OF REPRESENTATIVES IN GOING GREEN EFFORTS

#### SAVAGE, MD

A little more than one year ago, Congress began an initiative to make the nation's capitol a showcase for environmental



responsibility and sustainability.

Acme Paper & Supply Co., Inc. has greatly contributed to this initiative by partnering with Restaurant Associates, the caterer for the U.S. House of Representatives' dining facilities. Acme Paper will supply the House's six restaurants and cafeterias with biodegradable plates, cups, and other 100% compostable, eco-friendly packaging, thus replacing all plastic and Styrofoam food service packaging.

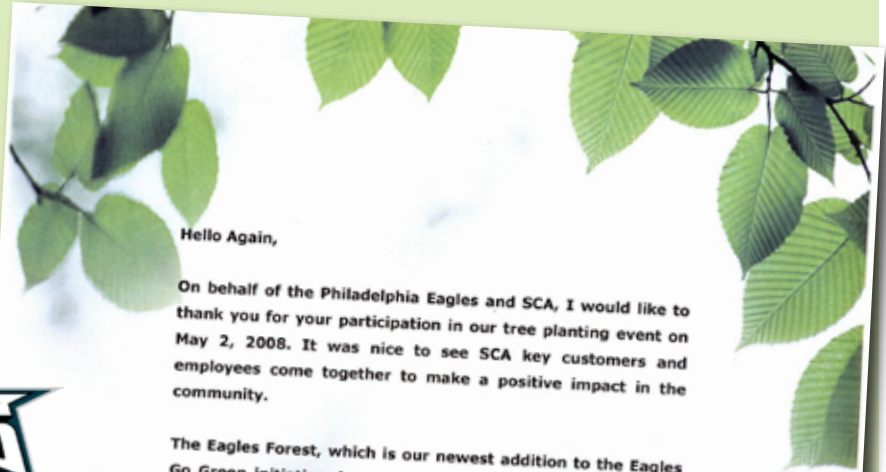
Acme Paper also carries a full line of certified janitorial products and equipment, energy-efficient restaurant equipment, and more. Throughout the Mid-Atlantic region, Acme has worked extensively with clientele who want to incorporate environmental sustainability into their business operations. James Haire, Vice President of Acme Paper's Alpha Products Division, states "Acme Paper has become a true resource in the "green" movement to a variety of businesses. We don't just supply the products. We fully analyze each customer's situation and find the best alternatives for that customer. Providing environmentally friendly food service packaging and cleaning supplies is only one part of Acme's green proposition."

# ACME'S GREEN INITIATIVE

In today's environmentally conscious society, consumers and businesses alike are making efforts in improving the environment. Acme Paper not only carries a full line of Green Seal certified janitorial products and green certified equipment, but also a full line of environmentally friendly food service packaging products, energy-efficient restaurant equipment and retail packaging options that meet green guidelines.



Acme Paper's Jim Haire participates in the SCA Tree Planting event at Eagles Forest



Hello Again,

On behalf of the Philadelphia Eagles and SCA, I would like to thank you for your participation in our tree planting event on May 2, 2008. It was nice to see SCA key customers and employees come together to make a positive impact in the community.

The Eagles Forest, which is our newest addition to the Eagles Go Green initiative, is a unique project that helps the Eagles organization reduce our carbon footprint and it gives us the opportunity to host clients and friends for unique events like the one we shared on May 2<sup>nd</sup>.

SCA's commitment to the environment is an inspiration to the entire Eagles organization. Our partnership is the coming together of two powerful brands, two prominent corporate citizens, and two like-minded environmental advocates.

We look forward to seeing you again in the future, and hope you're ready for another exciting season of Eagles football. Thank you again for your participation and dedication to improving our environment.

Sincerely,

Christina Weiss Lurie



Last fall, University of Richmond Dining Services became certified as a Virginia Green Restaurant by the Virginia Department of Environmental Quality Office of Pollution Prevention. As one of the first universities to carry the Virginia Green brand, UR performs certain core, eco-friendly activities for these dining facilities such as recycling, elimination of Styrofoam, grease recycling, water efficiency and energy conservation.

Acme Paper & Supply Co., Inc. has been an integral part of UR's efforts to use more eco-friendly foodservice packaging. By partnering with the university and supplying them with 100% biodegradable and compostable items, Acme Paper and the University of Richmond Dining Services are committed to environmental excellence and work to minimize environmental impacts whenever possible.

# KIMBERLY CLARK WYPALL CLEANING SYSTEMS

For many businesses, maintaining a facility's cleanliness can be a challenge.

High ceilings, multiple surfaces and lots of people come together to equal a job too big for the average cleaning product. The solution: New WYPALL Cleaning Systems from Kimberly Clark Professional. Complete with WYPALL Microfiber Cloths with Microban Protection and the WYPALL Dusting System, this product line is the fastest, easiest way for the cleaning professionals in your establishment to clean smarter. Designed with the environment both inside and outside your facility in mind, this cleaning system is not only incredibly efficient, but also eco-friendly, doing the job without the use of added chemicals.

When dampened with water, the WYPALL Microfiber Cloths trap soil, absorb liquid, and remove up to 99% of bacteria. Unlike regular cleaning cloths that only push around dirt and moisture, WYP-

ALL Microfiber Cloths are enhanced with Microban Protection, meaning they actually lift and trap dirt and moisture, completely cleaning the surface, leaving a streak-free shine. These cloths can be used when wet, dry or damp, and can be laundered 300 times while still maintaining maximum effectiveness.

The WYPALL Dusting System contains three elements: the Duster Head, Handle, and Dusting Mitt. The duster head and ergonomically gripped handle work hand-in-hand, with 380,000 soft and flexible polyester fibers picking up dust in places that cloths would pass right over. Whether your cleaning needs are short- or long-range, desktops or ceiling fans, this system eases the pain of dusting those hard-to-reach corners and contours. The universally-sized Dusting Mitt fits easily on anyone's hand and picks up twice the

amount of dust than a regular cloth. It is just the thing for wiping down televisions and computer screens.

Because it contains reusable products that do not require additional chemicals, the WYPALL Cleaning System cuts down on cleaning costs and is the easiest way to improve the cleanliness of your business.



# NATIONALS PARK

Just in time for the season opener, the Washington Nationals have a new place to call home: Nationals Park.

Located in Southeast Washington DC, along the Anacostia River, this new facility has seating capacity for over 41,000 sports enthusiasts. Baseball fans at the newly opened Nationals Park Stadium will enjoy their meals, drinks, and snacks on disposables provided by Acme Paper & Supply Co., Inc.

From napkins, nacho trays, and soda cups to upscale catering items, Acme provides all foodservice packaging items for concession stands as well as the private suites. The patented megaphone popcorn container and the custom-designed, special-printed pop-

corn "Retro" box were developed by Alpha Products specifically for stadium concessions. Nacho trays, 20 ounce souvenir beer cups in patriotic red, white, & blue with custom, foil-embossed graphics in place of standard printed souvenir cups are also available.



The Nationals became the third major league baseball team serviced

by Acme Paper in 2005, joining the Orioles and Phillies. Sports fans in the nation's capital will continue to preserve long-lasting sports memories through the partnership between the Nationals and Acme's Alpha Products Division.

# SOLO SAUCES AND SIDES CONTAINERS

New from Solo, introducing the newest innovation in sauces and side dishes to-go! These sleek, 100% leak-proof containers were created specifically for your restaurant to cash in without having to dish out. Complete with a wide-mouth opening and a heat-resistant, snap-tight lid, these containers come in a variety of sizes and can comfortably hold up to 5.5 oz. of weight. From salsa to spinach dip, mashed potatoes to macaroni and cheese, Solo sauces and sides containers are the perfect solution to take-out turmoil!

**SOLO** 



## ACME PEOPLE

Justin Brantley and Steve Sedlacko have been named Account Managers for Acme Paper & Supply Co., Inc., where they will be responsible for maintaining key accounts and developing new business relationships in each of Acme's six divisions.

Justin comes to Acme with over ten years of sales experience. Prior to joining Acme, Justin held a management position in the fitness industry, where he was responsible for managing health clubs and driving new membership sales. Prior to that, Justin worked in the retail industry. Justin holds a Bachelor's degree from Howard University.



Steve Sedlacko joins Acme Paper with over 27 years in the foodservice industry and nine years of sales experience. Steve was previously a sales representative for Tree House Produce and an executive chef at Belle Haven Country Club. He holds an Associates degree from the Culinary Institute of America.

## ACME IS IN YOUR CORNER!

With the current state of the economy, rising fuels costs, increasing costs of materials, etc., your Acme representative is working to provide you with many cost-saving alternatives. Whether it's portion-controlled food service packaging or labor-saving chemicals and equipment, Acme remains steadfast in helping you save on operational costs and improve your bottom line. Confused about green products (packaging or chemicals)? Acme has the knowledge to help you choose the right products for your budget.

For a quick, side-by-side analysis of your products versus alternatives, contact your Acme representative today to receive a quick product analysis.

## PACTIV CLEAR DRINK CUPS AND LIDS



Beverage packaging has been perfected by Pactiv with their new line of Clear Drink Cups and Lids. This incredibly durable packaging is made out of PET to ensure against



any breakage and can withstand temperatures from as cold as -20 degrees Fahrenheit to as warm as 120 degrees Fahrenheit. Not only are the cups available in a wide range of sizes that can hold between 10 and 32 oz. of liquid, the lids come in both flat and domed designs, each enhanced with snap-fit, leak-resistant technology and an easy-to-use opening for straws or spoons. With this impressive collection of Clear Drink Cups and Lids, drinks will look good and taste great!

## YOU COULD WIN 2 NATIONALS OR ORIOLES BASEBALL TICKETS!



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

1. What is the name of the university that Edward Attman graduated from that subsequently named him Distinguished Entrepreneur of the Year?
2. Where is the new stadium for the Washington Nationals located?
3. Which major sports team co-hosted a tree planting ceremony this spring?
4. To which government entity does Acme Paper provide biodegradable foodservice packaging items?
5. What university received certification as a Virginia Green Restaurant?

Send your answers, which can be found in this issue to: [djeter-thomas@acmepaper.com](mailto:djeter-thomas@acmepaper.com) or fax to 410-792-8089. Deadline is July 31, 2008.

Acme Paper & Supply Co., Inc.



[www.acmepaper.com](http://www.acmepaper.com)  
[info@acmepaper.com](mailto:info@acmepaper.com)

### Main Office:

8229 Sandy Court  
Savage, MD 20763  
410-792-2333 *Baltimore*  
301-953-3131 *Washington, D.C.*

### Richmond Office:

2100 Jefferson Davis Highway  
Richmond, VA 23224  
804-233-8336