

The Acme Paper REPORT

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

SUSTAINABILITY & THE MARKETPLACE : ACME PAPER GOING GREEN

In the year of Earth Day's 45th anniversary, Acme Paper takes a look at how sustainability has impacted our industry and how our Going Green program has evolved over the years.

Green cleaning products have been in the marketplace since the mid-1990s, and while recyclable, single-use foodservice packaging has been around for decades, items introduced as compostable foodservice packaging made their entrance into the market just after the turn of the 21st century.

During this time, there was growing interest and many questions about the topic of "green": ***What is green? What is composting? What is the overall impact on our environment? How can we positively affect the waste stream? What is the marketing value of these items to my business?***

Acme Paper has always believed that environmental awareness is a shared

responsibility. Our ongoing commitment to sustainability has grown within each of our 5 product divisions, beginning with the introduction of recyclable foodservice packaging products to now sourcing a full range of certified compostable foodservice packaging, Green Seal & EPA certified cleaning chemicals, Energy Star equipment, as well as LEED certified programs that reduce water and electrical consumption.

Over the years, Acme has assisted many clients with the implementation of customized "Green" programs, by utilizing the three main components of the Going Green platform: **Education, Product Selection, and Procedural Training.**

Acme Paper continues to be one of the largest distributors, nationwide, of



sustainable packaging, equipment and cleaning chemicals, continuously bringing innovative ideas and solutions to its client partners.

Secondly, our commitment to understanding sustainability and educating our clientele reaches beyond our general scope of work. We have helped business operators develop in-house waste collection programs while also

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ACME CUSTOMERS GAIN BENEFIT OF CIMS EXPERTISE

For more than 65 years, Acme Paper and Supply has been providing janitorial equipment and cleaning supplies to various industries throughout the mid-Atlantic region, providing consistent, quality services that are designed to meet the customer's needs and expectations. Our Janitorial Division is equipped with quality products from the top manufacturers in the world and

industry professionals with more than 35 combined years of experience, including three that carry the distinction of being CIMS Certified: Phil Carrizales, Field Sales Director, Jan/San Division, Joe Kern, Area Sales Manager, and Scott Franiak, Account Manager.

CIMS (Cleaning Industry Management Standards) refers to the management,



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SUPPLIER SPOTLIGHT

Ecolab

The newest addition to Ecolab's NEXA hand care line, NEXA Concentrates, is an innovative closed-looped, concentrated, and refillable hand care system. This system brings a new level of sustainability and cost savings to your business, as product waste is essentially eliminated.

With your onsite NEXA Refill Station, you will never be caught off-guard with empty dispensers again! Available in either touch-free or manual, each bacteria-resistant NEXA dispenser contains a uniquely designed refillable bottle, which you can easily refill as needed with either hand soap or sanitizer.



NEXA Refill Station with refillable bottle

Fabrikal

Greenware On-the-Go Boxes are the perfect solution for displaying a variety of cold food combinations, while promoting a sustainable packaging program. These containers are made from annually renewable plant sources, and are 100% compostable.

On-the-Go Boxes are crystal clear, showcasing contents in the best possible light, and are available in 2, 3, and 4-cell designs. Regardless of which design you choose, there is one flat lid that fits securely on all three styles! These containers are compact and stackable to maximize shelf space. Whether you are offering breakfast, lunch, or snacks, Greenware On-The-Go Boxes allow you to create, display, and sell a countless number of food combinations that meet the needs of your customers.



Chicopee

Chicopee's Quix® Plus pretreated cleaning towels are perfect for cleaning and sanitizing foodservice establishments. No measuring required! Just simply submerge the towel into a gallon of tap water and squeeze. The solution then transfers from the towel to the water, creating a gallon of sanitizer that is EPA approved for use on food-contact surfaces.

By making it easy to consistently achieve the proper sanitizing strength every time, you ensure the high quality cleanliness of your facility. Given that there are no complicated instructions, your business can save on time and labor costs. The cleaning solution is safer than bleach and leaves your surfaces with a clean fresh scent.



GREEN TERMINOLOGY

Carbon footprint – The sum total of an entity's greenhouse gas emissions, usually given in carbon dioxide equivalents (CO₂e).

Environmental footprint – The total environmental impact of an organization's or individual's activities.

Environmental Management Systems (EMS) – A structured set of processes used by an organization to systematically improve environmental performance.

Green purchasing – Purchasing decisions that include environmental considerations, also known as **environmentally preferable purchasing**.

Post-consumer content – The amount of material that was diverted from the waste stream after use as a consumer product.

Recycled-content – The amount of material in a product that was diverted from the waste stream.

Renewable energy – Energy resources such as wind energy, solar energy, biomass, hydropower, and geothermal energy that renew or replenish naturally in a relatively short period of time.

Sustainability – Balancing environmental protection, economic growth, and social responsibility to ensure an improved quality of life in the present and in the future.

Source: www.epa.gov

ACME PEOPLE



Acme Paper & Supply has named Phil Carrizales as the Field Sales Director for the Janitorial Supplies and

Equipment Division. With 13 years of industry experience, Phil has made tremendous sales accomplishments with companies such as Proctor & Gamble, and more recently, Windsor Industries. His leadership qualities and commitment to excellence are sure to

propel Acme Paper's second largest division to the next level.

When asked about his vision and goals for the Janitorial Supplies and Equipment Division, Phil stated, "Acme Paper and Supply Company is a forward-looking company dedicated to providing trustworthy, leading brands to our customers. I want Acme to be the preferred supplier to all of our customers by establishing ourselves as the "go-to people" for any janitorial or maintenance issues or questions.

I also want to cultivate an extraordinary work environment and encourage continuous learning so that we can all be successful."

Within the janitorial division, there are account managers that not only have years of industry experience, but are also CIMS certified. Acme Paper can design cleaning programs, with the right mix of products and equipment that are specific to customer needs, from the outside to the inside of any facility.

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connecting them with other resources outside of Acme, to provide programs and tools that fully complete the sustainability cycle.

The third facet of our Going Green program is training. Acme Paper not only serves as a viable resource for providing environmentally friendly products, but also provides in-depth consultations and training. Selecting the proper products is only a part of the solution; understanding and implementing proper procedures and maximizing efficiencies is crucial. Nowhere is this more apparent than in the janitorial industry.

Acme Paper is proud to have CIMS certified personnel who can provide the in-depth consultation and training when it comes to meeting industry cleaning



Scott Attman consults with a client on green initiatives.

standards and creating a healthy working environment.

When asked about the perception of sustainability in the marketplace, Acme's Director of Business Partnerships, Scott Attman stated, "For business operators, an earlier definition of "greening their business operations", was to simply make choices that were better for the environment than what was currently being done. In the past few years, there has been a growing awareness among business operators to make more sustainable choices,

while at the same time making financial sense for their business. The success of our green program stems from understanding that no two businesses are alike, and Acme is able to customize programs to highlight, or fit each of our client's unique core directives and initiatives. We continue to see growing interest in sustainability, especially as options in the marketplace continue to broaden."

Sustainability awareness continues to grow among the independent business operators. However, you can clearly recognize a growing awareness throughout the inner workings of governing bodies across the country from Washington, DC to San Francisco. We see an increasing number of initiatives restricting the use of certain materials, like polystyrene packaging, being implemented in major cities, as well as local townships.

Whether you agree or disagree with these initiatives, the ultimate goal is to help make our businesses, communities, and cities foster healthier environments for our customers, employees, friends and families now and for generations to come.



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operations, performance systems, and processes of cleaning and is categorized into six areas of management best practices: (1) Quality Systems, (2) Service Delivery, (3) Human Resources, (4) Health, Safety, and Environmental Stewardship, (5) Management Commitment, and (6) Green Building (GB).



CIMS Certified Account Manager Scott Franiak offers his expertise on cleaning best practices.

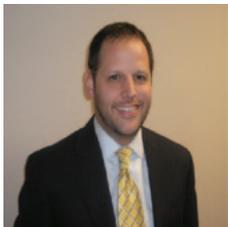
As hospitals, healthcare facilities, general workplaces and school systems continue to focus on reducing Hospital/Healthcare Acquired Infections (HAIs) and absenteeism, respectively, having the proper cleaning systems, tools, and management in place is critical.

Our CIMS certified experts can ensure our customers that the expertise they receive is among the best in the industry and will help them meet their cleaning compliance goals by implementing an effective management framework as well as a green cleaning program if desired.

In addition, Acme's CIMS experts also carry the I.C.E. (ISSA Certification Expert) distinction, which allows them to assist customers in preparing for CIMS certification.

Customers are able to improve operational efficiencies, save money, and ultimately improve overall customer satisfaction.

ACME PEOPLE cont



BJ Boerner

BJ joins the Restaurant Equipment & Smallwares Division of Acme Paper with 16 years of food, beverage, and purchasing experience.

Before joining Acme's sales team, Boerner was the General Manager at the Towson Golf and Country Club, where he was responsible for providing invisible hospitality services to the members and their guests and directly supervising staff. Boerner helped increase the club's membership growth rate by more than 100 percent and increased food and beverage sales and club function attendance. He also worked as Assistant GM of Woodholme Country Club for 15 years.

Boerner is a graduate of Widener University with a Bachelor of Arts in Hospitality Management.



Steve Gordon

Account Manager Steve Gordon has been inducted into Acme Paper's President's Circle. In order to be selected for The President's Circle, Acme Paper's group of elite salesmen, individuals must meet and maintain certain sales goals.

Gordon, a previous recipient of the Outstanding Achievement in Sales award, has been with Acme Paper for 12 years, and primarily services the Washington, DC metro marketplace.



WWW.ACMEPAPER.COM

INFO@ACMEPAPER.COM

MAIN OFFICE:

8229 SANDY COURT

SAVAGE, MD 20763

410-792-2333 BALTIMORE

301-953-3131 WASHINGTON, DC

RICHMOND OFFICE:

2100 JEFFERSON DAVIS HWY.

RICHMOND, VA 23224

804-233-8336

Order online at www.acmepaper.com