

## ACME IN THE NEWS

### ACME PAPER & SUPPLY ACQUIRES SELECTED ASSETS OF LANDSBERG COMPANY'S RICHMOND DIVISION

#### Purchase Adds to Acme's Growth in Mid-Atlantic Region And Expansion of Its Industrial Packaging Division

Acme Paper & Supply Co., Inc., one of the Mid-Atlantic region's largest suppliers of disposable goods, paper products and janitorial supplies, has purchased selected assets of the Richmond, Va., division of Kent H. Landsberg Company, among the largest distributors of

industrial packaging materials in North America.

The announcement was made by Edward Attman, founder and president of Acme, which has a warehouse and distribution center in Savage, Md., and another warehouse in Richmond.

major distributors will now be available to our customers," said Mr. Attman. "It also means that our relationship with additional suppliers will significantly add to our offerings in industrial packaging and enable us to provide customers with the most cost effective solutions for their packaging needs."

Among the customers of Acme's industrial packaging division are manufacturers and businesses in furniture, fine china, computers, and other fragile or delicate products.

Industrial packaging materials are used for wrapping and sealing products to safeguard them during shipping, handling or while on display. This involves the use of inflatable bags, bubble packaging, corrugated or custom designed

*Continued on page 3*



Some of the Landsberg team joining Acme are, (l. to r.) Ed Donohue, Cindy Hayes, Meme Fields and Ed Hunter

As part of the purchase, Acme acquired Landsberg's warehouse inventory and customer list to add to its own industrial packaging division, one of six Acme divisions. Also, all of Landsberg's associates from its Richmond operation are being retained and will join Acme's nearly 200 associates.

"This is an exciting opportunity for Acme. This new arrangement means that the combined forces of two experienced sales forces from two

### ACME NAMED "AGENT OF THE YEAR" BY NETWORK SERVICES

Network Services Company, one of North America's largest association of independent distributors servicing the health care, food service, housekeeping and facilities maintenance industries with \$7 billion in sales, has named Acme Paper & Supply Co., Inc., its "Agent of the Year."

The announcement was made by Dave Smith, vice president of sales who oversaw the selection process, at Network's annual meeting in Albuquerque, NM.

Network's Agent of the Year award is based on the team performance of a company in customer service, national account sales and national account development.

In the presentation to Acme, the company was cited for its "outstanding performance in securing and servicing national accounts" for Network. During the past twelve months, Acme, with its headquarters and a warehouse in Savage,



Ronald Attman, Dave Smith, and Mildred and Edward Attman at the Presentation of the "Agent of the Year" Award

Md., and an additional warehouse in Richmond, Va., has been responsible for bringing to the association's member companies four new national accounts with annual sales of \$12 million.

Presently, Network's 80-member distribution organization operates nearly 400 distribution facilities servicing more than 75,000 customer locations with name brand products of over 100 leading manufacturers. The member companies provide housekeeping and maintenance supplies, industrial packaging, disposable goods, paper products and health care items.

The national companies brought in by Acme are involved in supplying food service to hospitals and cafeterias, as well as health care products, janitorial supplies and disposable goods to a wide variety of institutions and businesses.

"Acme was evaluated as being head and shoulders above every other company in Network in meeting the criteria for the award,"

*Continued on page 3*

## Acme...much more than paper

## Foodservice Equipment & Small Ware Division

### Everything Needed – Including the Kitchen Sink



With over a thousand items to choose from, Acme's Foodservice Equipment Division is the ideal spot for finding non-food requirements – including the kitchen sink. From restaurant kitchen equipment, china, flatware, glassware, utensils, storage shelving and more, Acme provides a large selection of quality products to restaurants, hotels and motels, school systems and healthcare facilities.

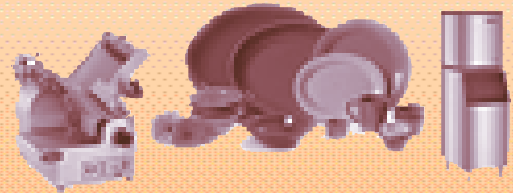
One of the products that Herschel M. Pazornick, division general manager, is particularly keen on is the Rational Self Cooking Center. "This combination oven cooks with a blend of dry heat and steam or either one," said Herschel. An additional benefit is the programmable feature that

gives the oven the versatility to prepare an entire menu.

Acme's customers can easily find the Rational Self Cooking Center and the hundreds of other products offered by this division by utilizing the following helpful categories:

- Food preparation equipment
- Primary cooking equipment
- Refrigeration and ice machines
- Serving Equipment
- Smallwares
- Cookware & Kitchen Tools
- Handling Equipment
- Tapletpop & Serving ware

Acme's Foodservice and Small Ware Division also serves as a consultant for improving existing facilities or new construction sites. Acme can manage the entire project from design and writing specifications, ordering of the equipment, and quality installation. Acme can work with you on an individual basis to help determine your needs.



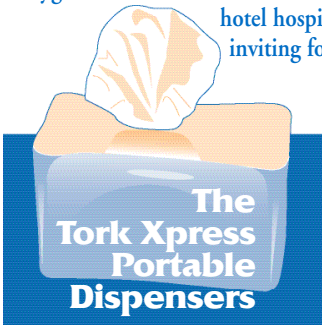
## Supplier Spotlight

# Acme Paper is proud to highlight two of our suppliers and their newest products:



SCA is a \$13 billion company which produces and sells absorbent hygiene products, packaging solutions and publication papers. A Swedish business, SCA first entered the North American market in 1978 by introducing for the first time the jumbo bath tissue roll. Since then SCA has established itself as the second largest supplier of away-from-home products in North America.

One of their newest products is the pop-up Tork Xpress Portable Dispenser. Among its features it presents one towel at a time, is easy to clean and refill, and reduces waste. In white and quartz color, the Tork Xpress is particularly geared to keep an upscale restroom countertop neat, provide a hygienic solution for a medical office, and make a hotel hospitality area clean and inviting for guests.



And recently, SCA Tissue, part of SCA North America, introduced the Tork Intuition II – a hands-free, ADA compliant, electronic paper towel dispenser. This no-touch product automatically provides a towel with the simple wave of the hand by utilizing a patented microchip sensor. The Intuition II ensures that patrons touch only the towel they will use and that towels are kept completely enclosed until needed, conforming to HACCP guidelines.

**Other key features of this innovative product include:**

- adjustable towel length of 8 inches to 47 inches
- adaptable time delay of one to five seconds
- a stub roll compartment that enables complete use of the towel roll
- easily visible low battery indicator light
- a bubble level for effortless product installation
- a business card holder for distributors to indicate where to reorder towels or obtain additional dispensers.

### SOLO CUP COMPANY

The Solo Cup Company, founded in 1936, is today a \$2.3 billion public company headquartered in Highland Park, Illinois. Exclusively focused on the manufacture of disposable tableware and packaging for the consumer/retail, foodservice, packaging, and international markets, Solo has broad expertise in plastic, paper, and foam

disposables. Recently, Solo acquired the SF Holdings of the parent company of Sweetheart Cup, which just introduced their newest cup.

Dubbed "the great new cup for the great American road," Sweetheart's new travel cup, the **TROPHYGO!**, has numerous features ideal for those on-the-move including:

- insulated materials that keep the cup from dripping or sweating, allowing for a more secure hold
- a design that fits most cup holders
- sturdy, thin walled construction
- rolled rim to secure lid
- clear lid so contents are easily visible

The **TROPHYGO!**'s new shape and stylish graphics, which can be customized, are additional benefits for customers. The cup's dimensions save storage space and refilling time because the **TROPHYGO!** takes less room than other foam travel-cups in dispensers. Available in sizes from 12 ounces to 24 ounces, the new cup provides more choices for a variety of beverage needs.

## TrophyGO



## Acme Acquires... from page 1

cartons, shrink wrapping, protective mailers and poly bags. Thousands of other items supplied range from printed and plain tapes to kraft wrapping paper.

"An important consideration is not only the cost of such materials but also lowering shipping costs by the use of the most appropriate packaging system for the product being transported," said Ron Attman, an Acme vice president. "This is why a knowledgeable sales staff who can advise about such matters is so important in the operation of an industrial packaging division and why we decided to make this acquisition and add even more depth to our operations."

The purchase of selected assets of Landsberg's Richmond branch is part of Acme's continuing expansion throughout the Mid-Atlantic region. Founded in 1946 in a 1500 sq. ft. garage in Baltimore, Acme has grown to become a major distributor of food service supplies, retail and industrial packaging, restaurant equipment, janitorial products and disposable paper goods. In 1991, Acme established a branch in Richmond to better service the state of Virginia.

Today, Acme's delivery area extends from New Jersey and Central Pennsylvania through Maryland, Virginia and into North Carolina.

The company's clientele ranges from convenience stores and restaurants to hospitals, school systems and stadiums.

## Agent of the Year... from page 1

said Smith. "In fact, Acme has consistently been in the top four of the 80 organizations that belong to Network and their success in winning Agent of the Year is reflective of their excellent top-to-bottom performance as a company."

Acme's president and founder Edward Attman termed the award "a gratifying indication of our active participation in Network Services, our industry's key grouping of leading companies, and of how we have always worked hard to boost the welfare of our fellow members in this important association." Acme has been a member of Network Services since 1990.

## WIN TWO TICKETS TO SEE THE BALTIMORE ORIOLES

August & September

To be eligible, just e-mail, fax or mail your name, company name, address and phone number by August 1, 2005

SEND ALL ENTRIES TO:

Acme Paper Orioles Tickets Drawing  
P.O. Box 422 • Savage, MD 20763  
E-mail to: jharman@acmepaper.com  
or fax to Julie Harman at 410-792-8089

## Acme People

# Acme Appoints Three New Managers

### Mike Fairchild

#### Jan/San Equipment Manager

As Acme's new Jan/San Equipment Manager, Mike Fairchild is responsible for expanding the sales and servicing of all janitorial equipment sold by Acme and for entering Acme into the propane and IC engine markets.

The Janitorial and Industrial Supply division is already diverse, providing products from vacuums to ride-on scrubbers. With new offerings for the propane and IC engine markets, the division will continue to grow. Aside from introducing new merchandise and attracting new customers, Mike is developing next-day road repair assistance and rental machine and PM programs.

"I'm excited about taking Acme's great reputation for delivering quality goods, on-time, to the service industry and expanding our product line to meet customer needs," said Mike. "The introduction of new customer service options as well as new markets is a unique challenge that I look forward to meeting."

Prior to joining Acme, Mike was the owner and president of Guaranteed Mechanical Repair, Inc., a well-respected service company that fixed industrial and commercial scrubbers and sweepers. After 10 years, he sold the company to TecServ.

Prior to starting his own business, Mike was the operations manager at Franklin Sales & Service and was responsible for day-to-day operations of an American-Lincoln dealership. In this position he managed 10 people while building an elite service department.

Mike began his career by serving four years in the U.S. Army as a mechanic and motor pool supervisor at Fort Bragg, N.C., and in Karlsruhe, Germany.

### Julie Harman

#### Marketing Communications Manager

Prior to joining Acme, Julie was the Director of Communications & Marketing at the Government Employees' Benefit Association, Inc. (GEBA). At GEBA, Julie's duties included creating written material (newsletters, brochures, advertising copy, etc.), establishing budgets and marketing schedules on an annual basis, and supporting the associations' overall business plan objectives through marketing and public relations efforts.

Before her position at GEBA, she worked as the Public Relations Manager at IMPACT Marketing &

Public Relations in Ellicott City, Maryland.

Julie is excited to join Acme Paper and Supply and looks forward to working extensively with the members of the Marketing Alliance Program.

Julie graduated from Shepherd College cum laude with a degree in Communications. Since graduation, she has taken various continuing education classes in public relations, marketing and graphic design.

### Regina Pollard

#### Customer Service Manager

Regina Pollard has been named Customer Service Manager for Acme, replacing Patty Hawkins, who has been promoted to Key Account Service Manager.

Regina, an honors graduate of the University of Maryland, with a bachelor of arts degree in English and sociology has 10 years of experience in customer service management, specifically in constructing new divisions.

Among her goals at Acme will be enhancing service levels for all customers; construction of policies, procedures and performance measurements for Acme sales people; and developing and administering a skills enhancement program to build upon and expand the knowledge base of the customer service group.



Acme's newest managers are Mike Fairchild, Regina Pollard and Julie Harman

She will also lead and foster a CIP initiative (Continuous Improvement Process) throughout the organization. "This will allow for analysis of improvement areas and implementation of corrective action," she points out.

Finally, she will evaluate all Acme systems for order confirmation, online ordering and reporting so as to monitor and enhance the company's delivery performance.

## Advance Selects Acme As Regional Rep

Nilfisk-Advance, the world's largest designer and manufacturer of commercial and industrial floor maintenance equipment, has selected Acme to represent and service all of its product lines in the Mid-Atlantic region.

Advance's selection of Acme – termed “quite a coup” by an Acme official – was made after extensive evaluation of area companies. Acme's qualifications and experience include the creation nearly a decade ago of a division specifically geared to supplying commercial and industrial equipment. Acme also operates a service and repair shop to maintain its own as well as other lines of equipment.

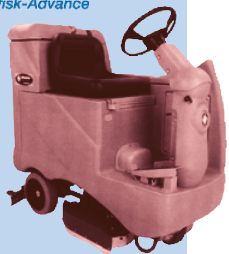
With a global presence and a history that goes back nearly a century, Advance offers a comprehensive product range marked by high quality equipment and service. The company prides itself on craftsmanship, innovative technology, professional expertise and an international network of parts, maintenance and service support professionals.

As its mission statement spells out, “Every aspect of our business revolves around creating cleaning solutions that generate superior cleaning results, increase productivity and reduce the cost of ownership. The result is superior cleaning products that drive down the cost of cleaning.”

Among Advance products Acme will carry are carpet vacuums, extractors, blowers, sweepers, floor machines, burnishers, wet/dry tank vacuums, all-purpose machines, pressure washers, and automatic scrubbers.



*The Advance Adventurer Rider-Scrubber, which features 8 interchangeable cleaning configurations so that only one cleaning deck needs to be changed at a time, has revolutionized industrial cleaning*



## Acme Customers Speak

### INDEPENDENT COMPANY SURVEYS ACME CUSTOMERS

In February 2005 Acme Paper retained Prince Market Research, an independent firm based in Nashville, Tennessee, to survey our customers about their experiences with Acme. The results were very gratifying.

A cross section of hundreds of Acme customers of various size accounts showed:

**91% are “very satisfied” or “satisfied” with their relationship with Acme**

**93% are “very satisfied” or “satisfied” with the value they receive from Acme**

**92% felt it was “very easy” or “easy” to do business with Acme**

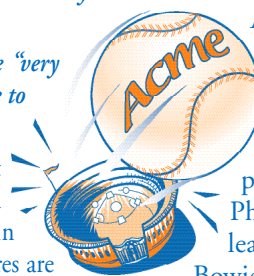
**92% of customers are “very likely” or “likely” to recommend Acme to others**

**85% of respondents said they were “very satisfied” with Acme’s response to their emergency orders**

An official with Prince Market Research noted that when compared to similar surveys in comparable companies, Acme's scores are among the highest.

“This survey confirms Acme's desire that providing our customers with quality products and service fosters a strong partnership,” said Ron Attman, Acme vice president. “We will continue to strive to meet our customers' needs and as always look forward to their feedback.”

If you have a comment or suggestion about Acme products or service, please let us know. Email your thoughts to Ron at [rattman@acmepaper.com](mailto:rattman@acmepaper.com).



## Acme Adds Nationals to Roster of Sports Customers

*Play ball... with Acme!* This could be the cry at a number of stadiums and arenas, as Acme now provides all food service products to yet another area stadium.

At the start of this baseball season, Acme added the Washington Nationals, the newest Major League baseball team, to its roster of sports-related customers. Fans at RFK Stadium in the nation's capital enjoy their drinks, meals and snacks served on or with disposable goods supplied by Acme – and, in some cases, as with nachos cheese trays, designed by Acme's Alpha Products division.

The same is true at Oriole Park at Camden Yards, where the Baltimore Orioles play. Acme has been supplying food service products to Orioles fans for nearly two decades.

Among other teams for which Acme supplies the disposable products are, in baseball, the Philadelphia Phillies and such minor league teams as the Frederick Keys, Bowie Baysox, Aberdeen Ironbirds, and Delmarva Shorebirds. In football, it's the Baltimore Ravens and the Washington Redskins. In basketball, the Washington Wizards; and in hockey, the Washington Caps.

As a result of this growing roster of sports-related customers, Acme's disposable goods now help create lasting memories for millions of sports fans.



### ORDER ONLINE 24/7

You can order online from Acme 24 hours a day, 7 days a week at

[www.acmepaper.com](http://www.acmepaper.com)

Acme's user friendly website offers the following helpful features:

- detailed account information including the new inventory usage history report that helps customers view all their Acme purchases within the last two calendar years
- secure billing transactions
- access to Acme's entire product catalog (complete with pictures and specifications)
- order/shipment tracking • automatic order confirmation via email (which can go to more than one recipient)
- online sales history

So place your next Acme order online today. Plus check out our Web site for the latest news about Acme Paper.

# Acme...much more than paper

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